



# **ARMY PROCUREMENT FACT BOOK**

**FOR  
DEPUTY ASSISTANT SECRETARY  
OF THE ARMY (PROCUREMENT)  
AS OF SEPTEMBER 30, 2002**

**"BUYING THE ARMY'S FUTURE"**

# FY02 Army Fact Book Table of Contents

<u>SUBJECT</u>	<u>PAGE</u>
• Principal Assistants Responsible for Contracting	6-7
• Top Ten States by Contracting Dollars Awarded in FY01	8
• Top Ten FY02 MACOM's Actions Over \$100K	9
• Top Ten FY02 MACOM's Actions \$25K to \$100K	10
• Top Ten FY02 MACOM's Actions \$0 to \$25K	11
• Army Contracting Actions & Awards	12
• Top Ten MACOM's Dollars Awarded	13
• Actions Less Than \$25K by MACOM	14
• Actions More Than \$25K by MACOM	15
• Actions and Dollars Over \$25K by Category	16-17
• Total Small Business Dollars Over \$25K	18
• Total Foreign Military Sales Over \$25K	19
• Contracts by Small Business Set-Aside	20
• Total Contract Actions Through SBA-8(A)	21
• Dollar Percentage on Types of U.S. Small Business Awards by FY	22
• Dollar Percentage of U.S. Small vs. Large Business Awards by FY	23
• Percentage On U.S. Small vs. Large Business Actions by FY	24



# FY02 Army Fact Book Table of Contents (Cont.)

<b><u>SUBJECT</u></b>	<b><u>PAGE</u></b>
• Percentage of Overall Paperless Contracting	25
• FY01 Number of Electronic Solicitations	26
• Number of Electronic Awards	27
• FY01 Dollars Electronic Awards	28
• Army Procurement Competition Report Trend	29
• DAWIA Certification by Fiscal Year	30
• FY02 DAWIA Percentage Certification Status by Career	31
• FY02 DAWIA Certification by Career	32
• FY99-FY02 MACOMs Contracting Support Personnel TDA	33-35
• FY02 MACOMs Contracting Support Personnel TDA	36
• Army Contracting Personnel Trend	37
• Army Contracting TDA Trends by MACOM	38-54
• GAO - Army Protests FY02	55
• FY02 Army Quarterly Protests	56
• FY02 Defense Department Card Transactions	57
• FY02 DOD Purchase Card Program Dollars Purchase	58

## FY02 Army Fact Book Table of Contents (Cont.)

<u>SUBJ ECT</u>	<u>PAGE</u>
• Army Purchase Card Program Transactions	59
• Army Purchase Card Program Growth In Dollars	60
• Army Purchase Card Monthly Actions FY98-FY02	61
• ALT/PLT Definitions	62
• AMC ALT/PLT by Inventory Control Point	63
• Congressional Notifications	64
• DoD Formula for Cost to Purchase Metric	65
• Army Cost to Purchase	66
• Army Operating Expense for Purchasing	67
• Army Oblg Purchasing Dollars (RDT&E vs. Non-RDT&E)	68
• Average Time To Award A VEC P	69
• DOD VEC P Savings (\$M)	70
• Number of MDAPs With VE Activity	71
• Number of VEC Ps Awarded	72

# Principal Assistant Responsible for Contracting

<b>AMC</b>	<b>ATTN: AMCRDA-A</b>	<b>5001 Eisenhower Avenue Alexandria, VA 22333-0001</b>
<b>AMC</b>	<b>ATTN: AMCRDA-AC (PARC)</b>	<b>5001 Eisenhower Avenue Alexandria, VA 22333-0001</b>
<b>AMCOM</b>	<b>ATTN: AMSAM-AC</b>	<b>Building 4488 Redstone Arsenal, AL 35898-5000</b>
<b>RMAC</b>	<b>ATTN: AMSSB-AC</b>	<b>4118 Susquehanna Avenue Aberdeen Proving Ground, MD 21005-3013</b>
<b>CECOM</b>	<b>ATTN: AMSEL-AC</b>	<b>Building 1208E Fort Monmouth, NJ 07703-5000</b>
<b>OSC</b>	<b>ATTN: AMSOS-CC</b>	<b>Building 350, 5<sup>th</sup> Floor, N Wing Rock Island, IL 61299-6000</b>
<b>TACOM</b>	<b>ATTN: AMSTA-AQ</b>	<b>Building 231 Warren, MI 48397-5000</b>
<b>DCC-W</b>		<b>5200 Army Pentagon Washington, DC 20310-5200</b>
<b>FORSCOM</b>	<b>ATTN: AFLG-PR</b>	<b>1777 Hardee Avenue, SW Fort McPherson, GA 30330-1062</b>
<b>ARCENT</b>		<b>1301 Anderson Way, SW Fort McPherson, GA 30330-1064</b>
<b>MEDCOM</b>	<b>ATTN: MCAA</b>	<b>2107 17<sup>th</sup> Street, Suite 69 Fort Sam Houston, TX 78234-6037</b>



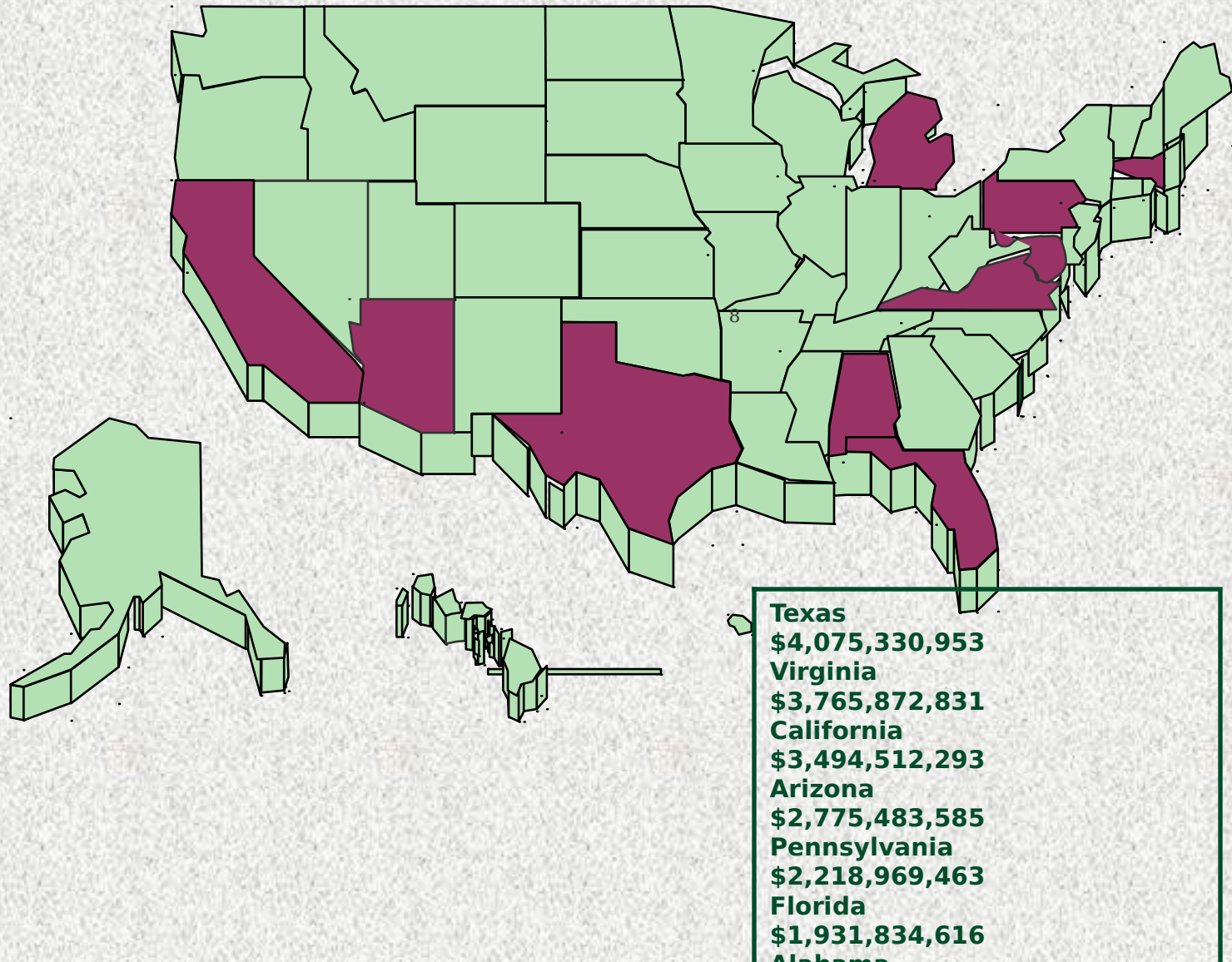
# Principal Assistant Responsible for Contracting

<b>INSCOM</b>	<b>ATTN: IAPC</b>	<b>8825 Beulah Street Fort Belvoir, VA 22060-5246</b>
<b>USAMRMC</b>	<b>ATTN: MCMR-AAZ-A</b>	<b>820 Chandler Street Fort Detrick, MD 21702-5014</b>
<b>MDW</b>	<b>ATTN: ANPC</b>	<b>9410 Jackson Loop, Suite 201 Fort Belvoir, VA 22060-5134</b>
<b>MTMC</b>	<b>ATTN: MTAQ</b>	<b>5611 Columbia Pike Falls Church, VA 22041-5050</b>
<b>SMDC</b>	<b>ATTN: SMDC-CM</b>	<b>P. O. Box 1500 Huntsville, AL 35807-3801</b>
<b>TRADOC</b>	<b>ATTN: ATBO-A</b>	<b>HQ TRADOC, DCSBOS 5 North Gate Rd, Building 5F, Room 306 Fort Monroe, VA 23651-1048</b>
<b>USAREUR</b>	<b>ATTN: AEAPR-PA (PARC)</b>	<b>Unit 29331 APO AE 09266</b>
<b>EUSA</b>	<b>ATTN: EAKC-CO</b>	<b>Unit 15237 APO AP 96205-0010</b>
<b>USARPAC</b>	<b>ATTN: APAM</b>	<b>B Street, Building T-115 Fort Shafter, HI 96858-5100</b>
<b>USARSO</b>	<b>ATTN: PARC</b>	<b>Building 218 Fort Buchanan, PR 00934</b>

# Principal Assistant Responsible for Contracting

<b>USACE</b>	<b>ATTN: CEPR-ZA</b>	<b>20 Massachusetts Ave., NW Washington, DC 20314-1000</b>
<b>NGB</b>	<b>ATTN: NGB-AQ</b>	<b>Suite 8300, Jefferson Plaza 1 1411 Jefferson Davis Highway Arlington, VA 22202-3231</b>

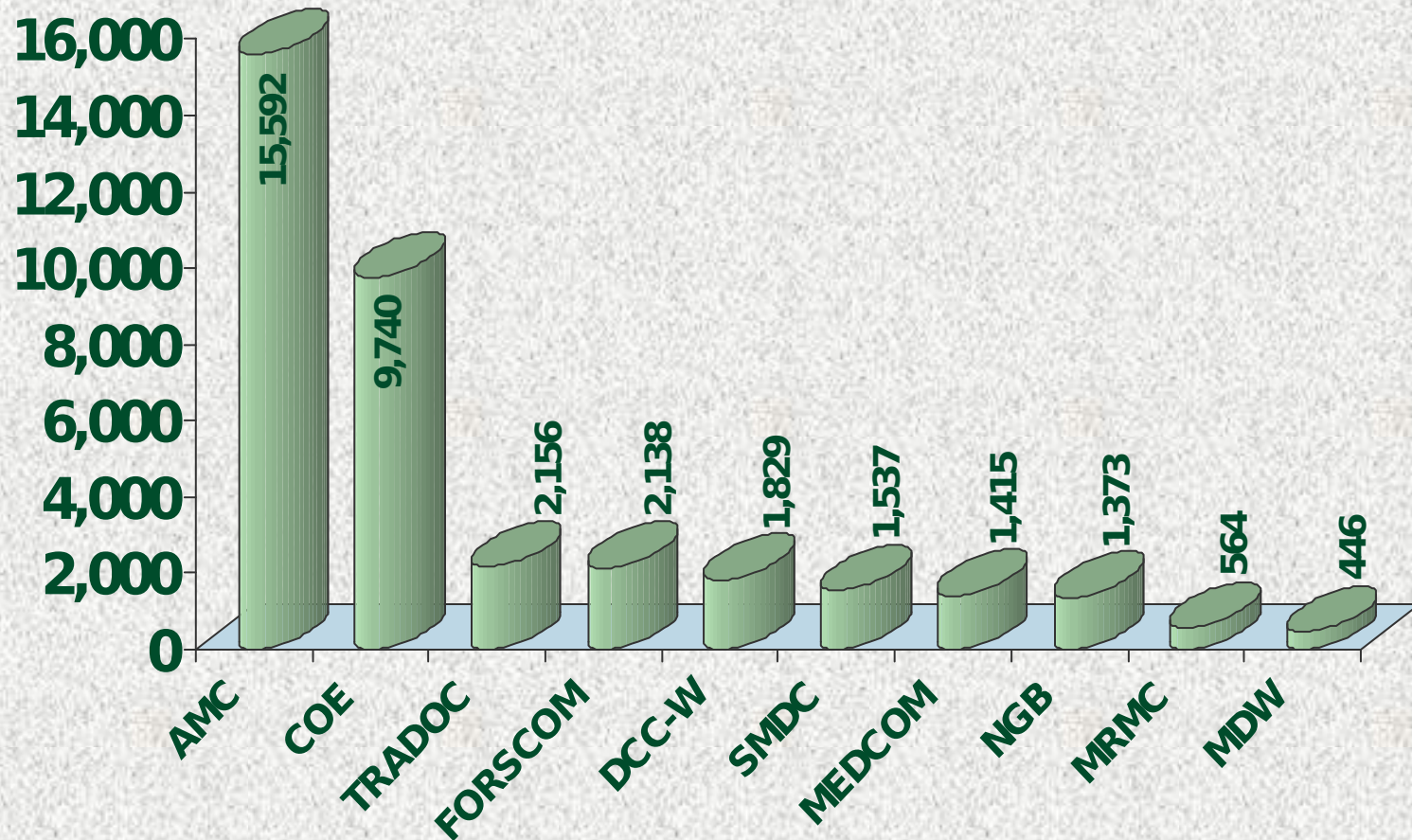
# Top Ten States by Contracting Dollars Awarded in FY02





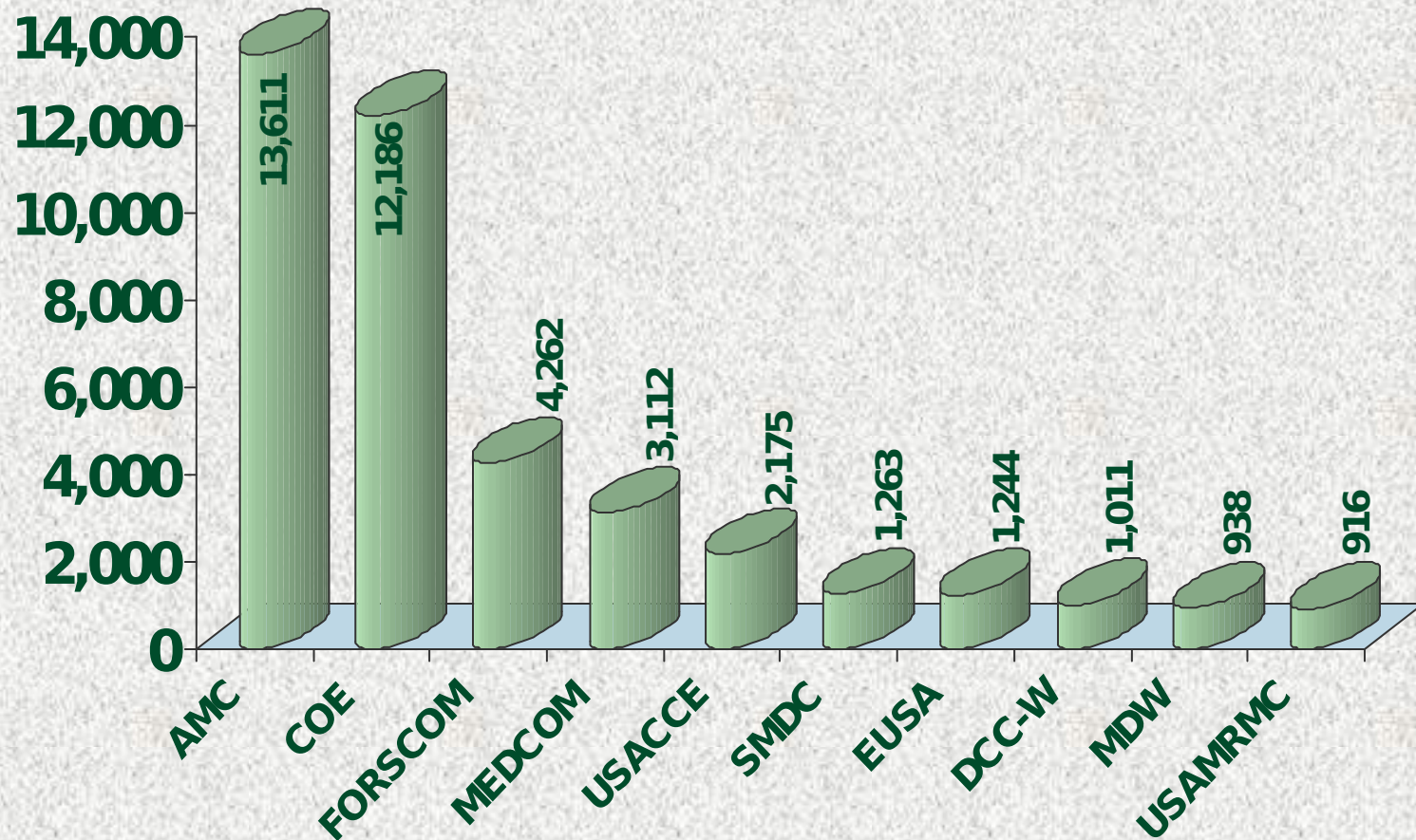
# Contracting Actions Over \$100K (FY02)

Note: value \$101K

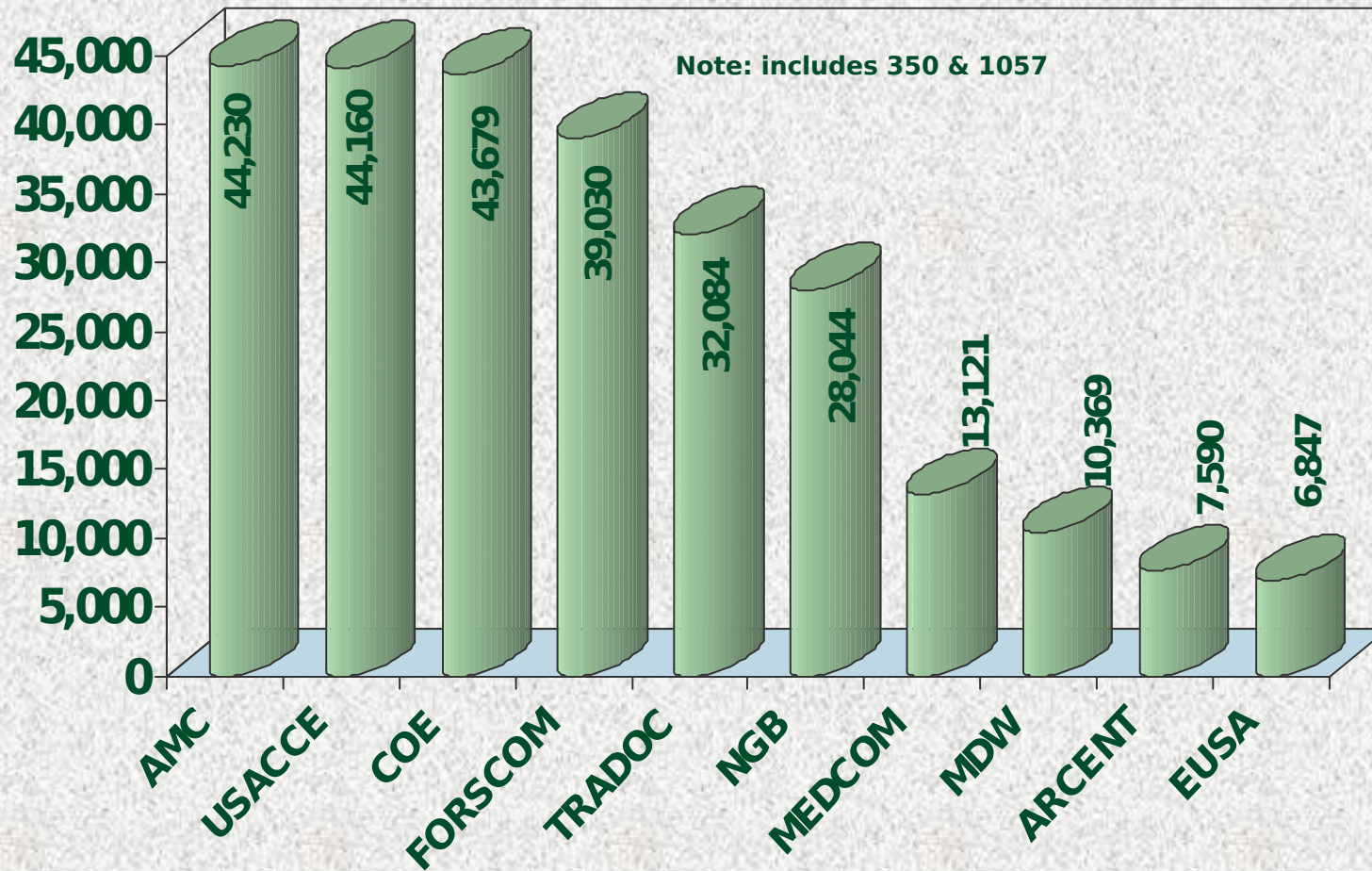


# Contracting Actions \$25K to \$100K (FY02)

Note: Includes DD350 obligation and de-obligation valued from \$25,001 to \$100K



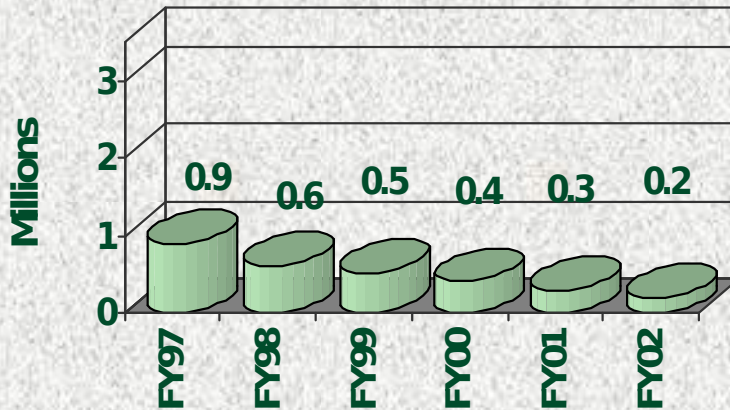
# Contracting Actions \$0 to \$25K (FY02)



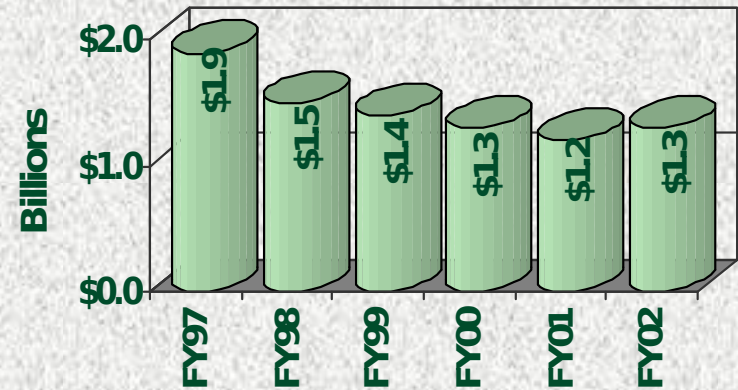


# Army Contracting Actions & Awards

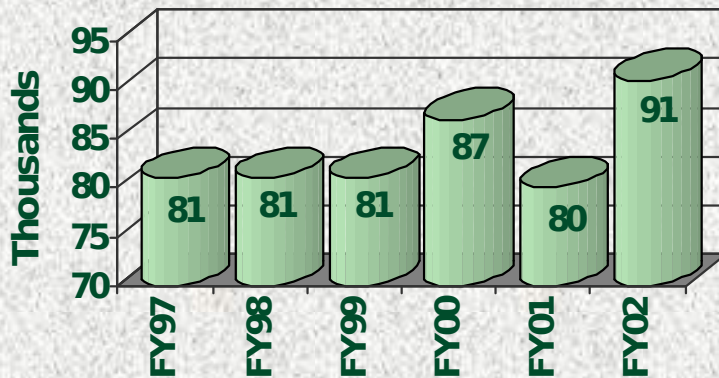
Total Contract Actions \$25K or Less



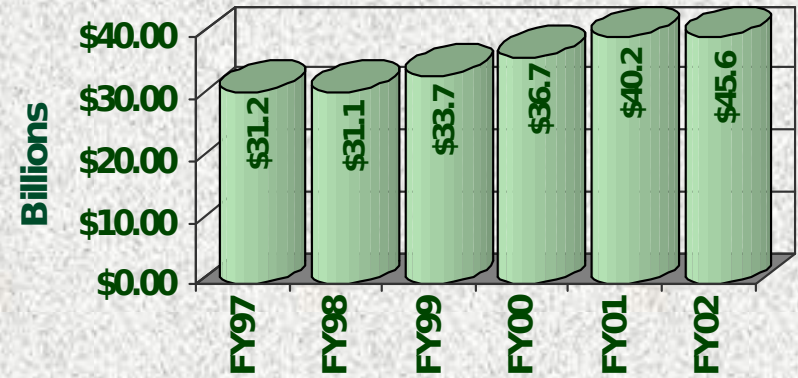
Total Dollar Value \$25K or Less



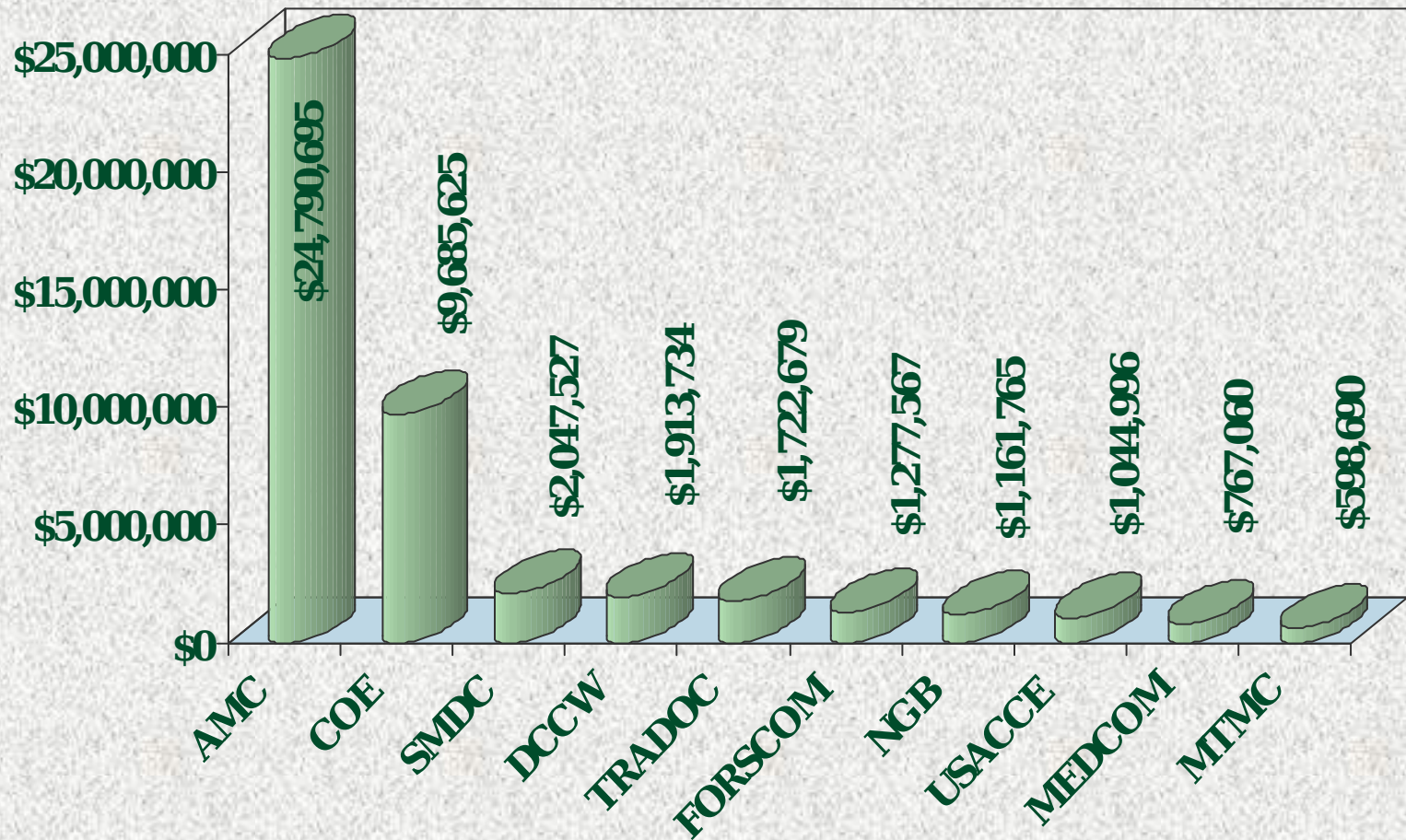
Total Contract Actions Over \$25K



Total Dollar Value Over \$25K

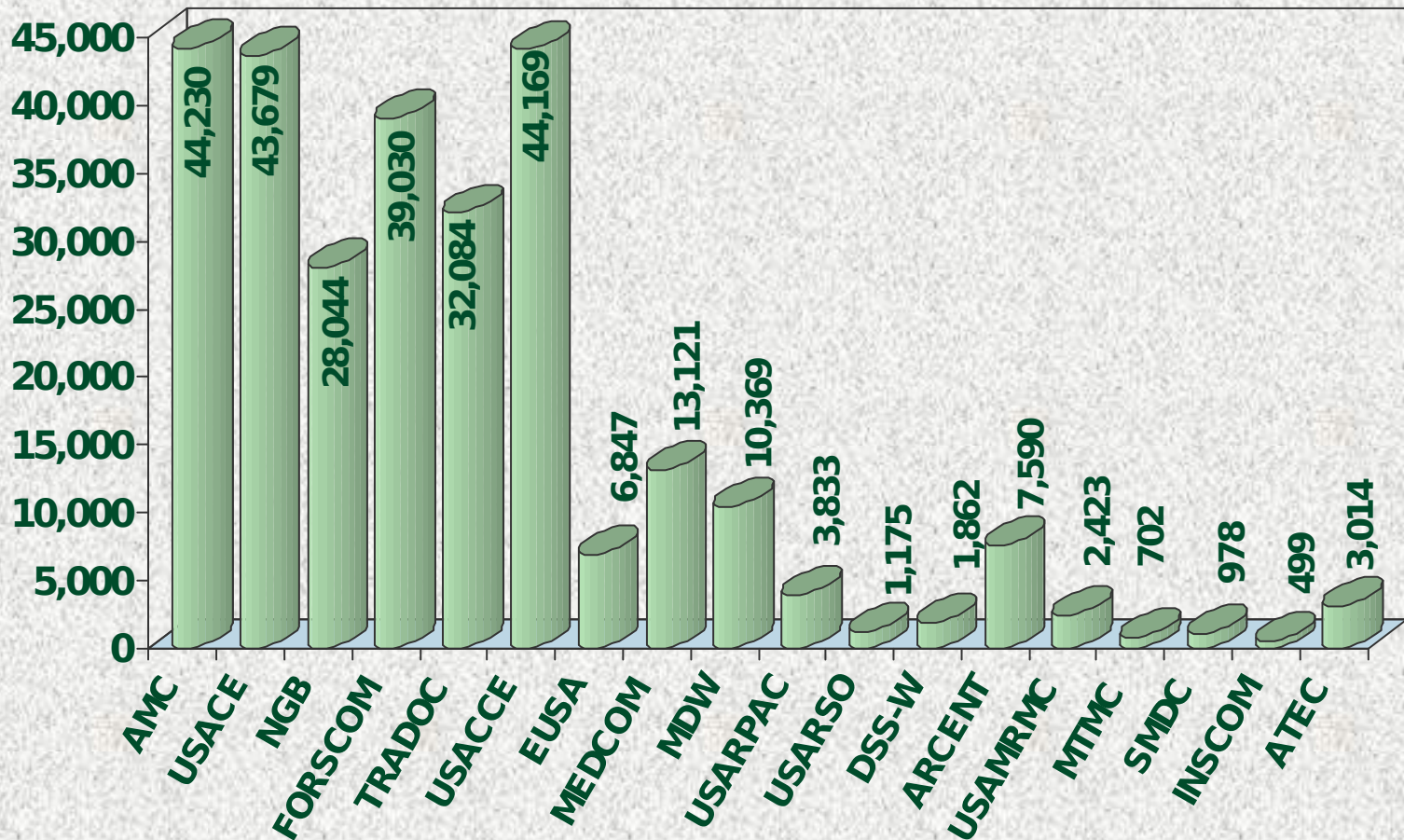


# Top Ten MACOM's Dollars Awarded



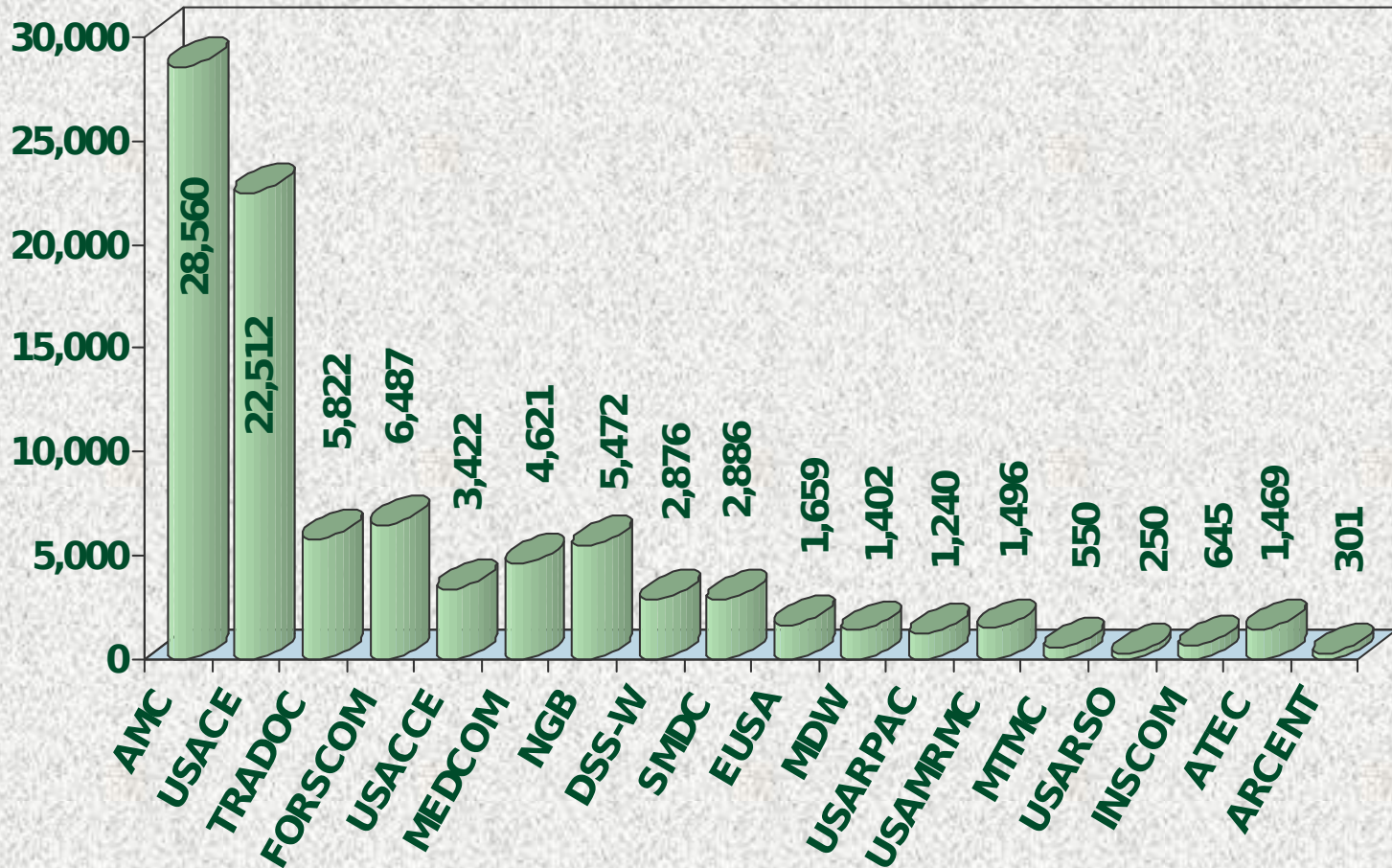
Note: Dollar Value In  
Thousands

# Contracting Actions Less Than \$25K By MACOM

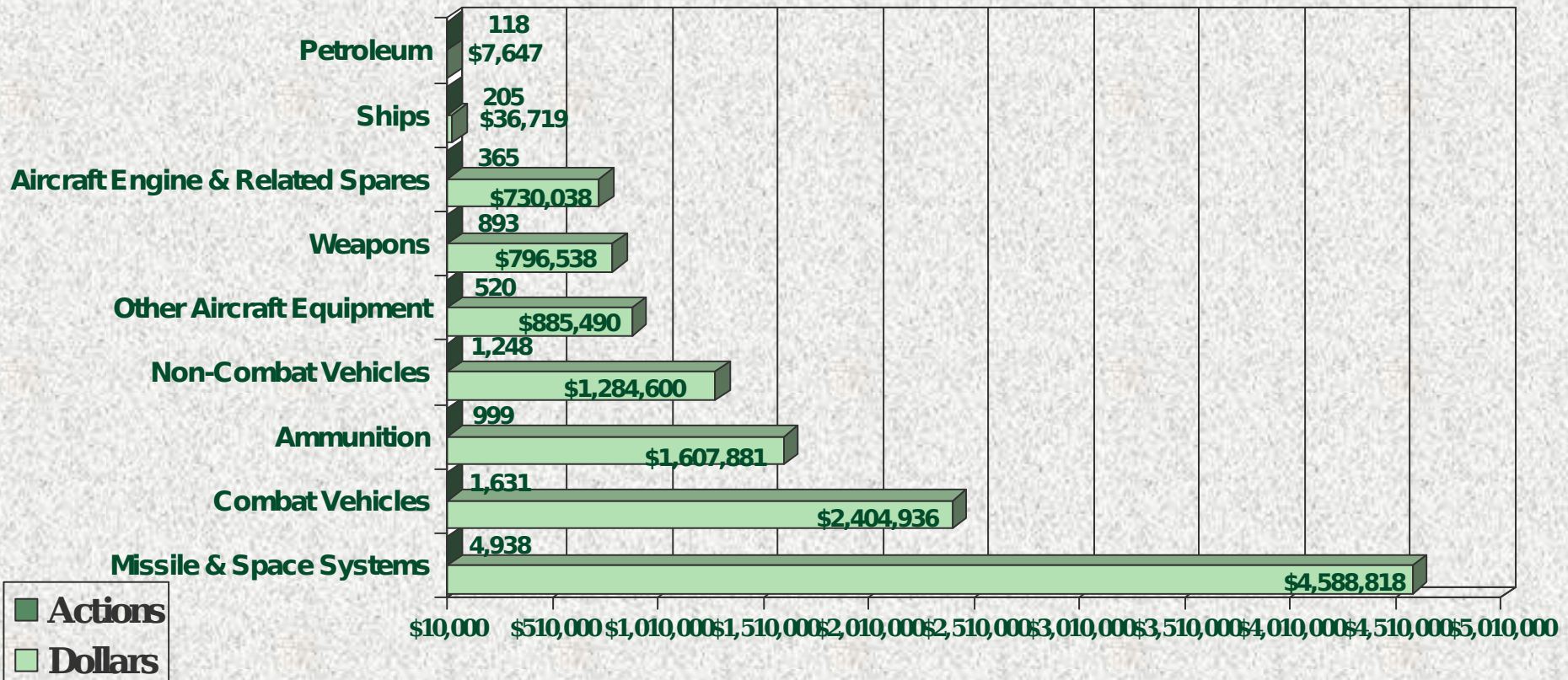




# Contracting Actions More Than \$25K By MACOM



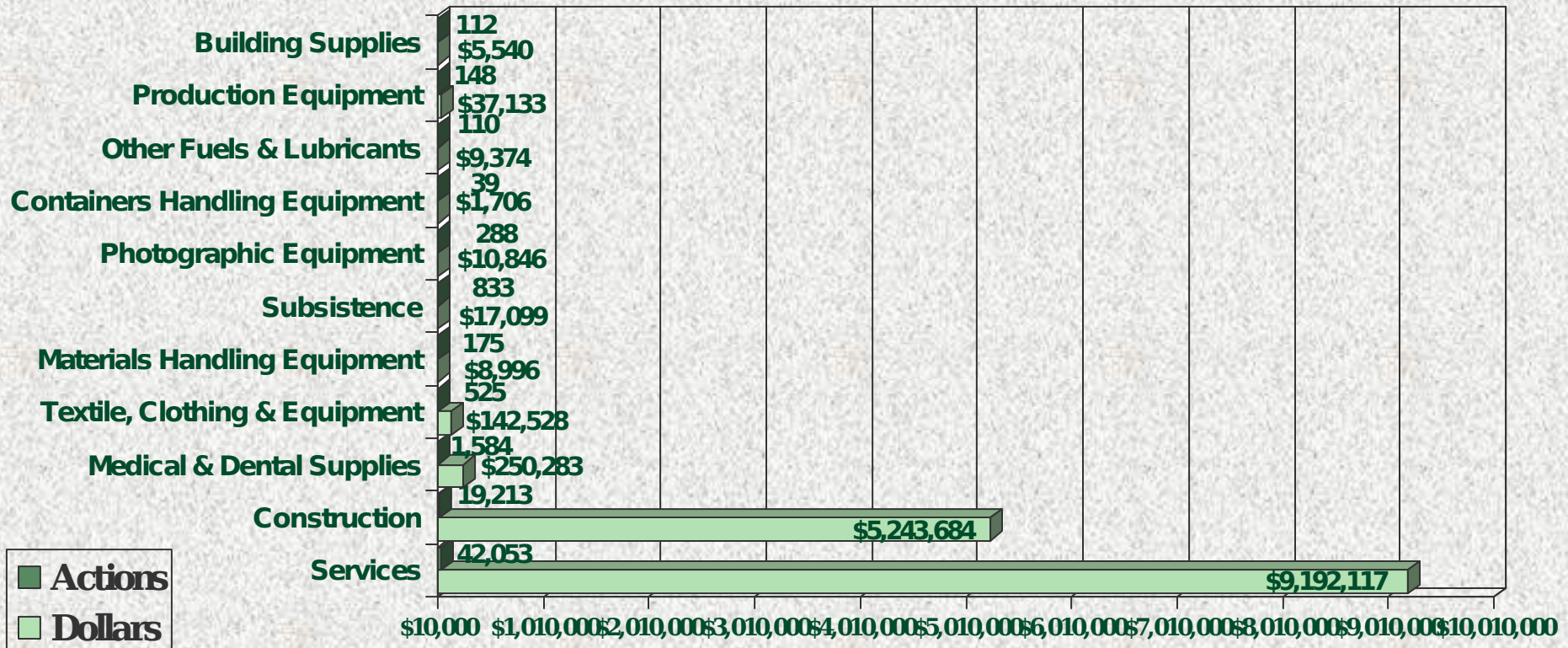
# Army's Actions and Dollars by Category



**Note: Data excluded Civil Works**

**Note: Dollar Value in Thousands**

# Army's Actions and Dollars Over \$25K by Category (Con't)

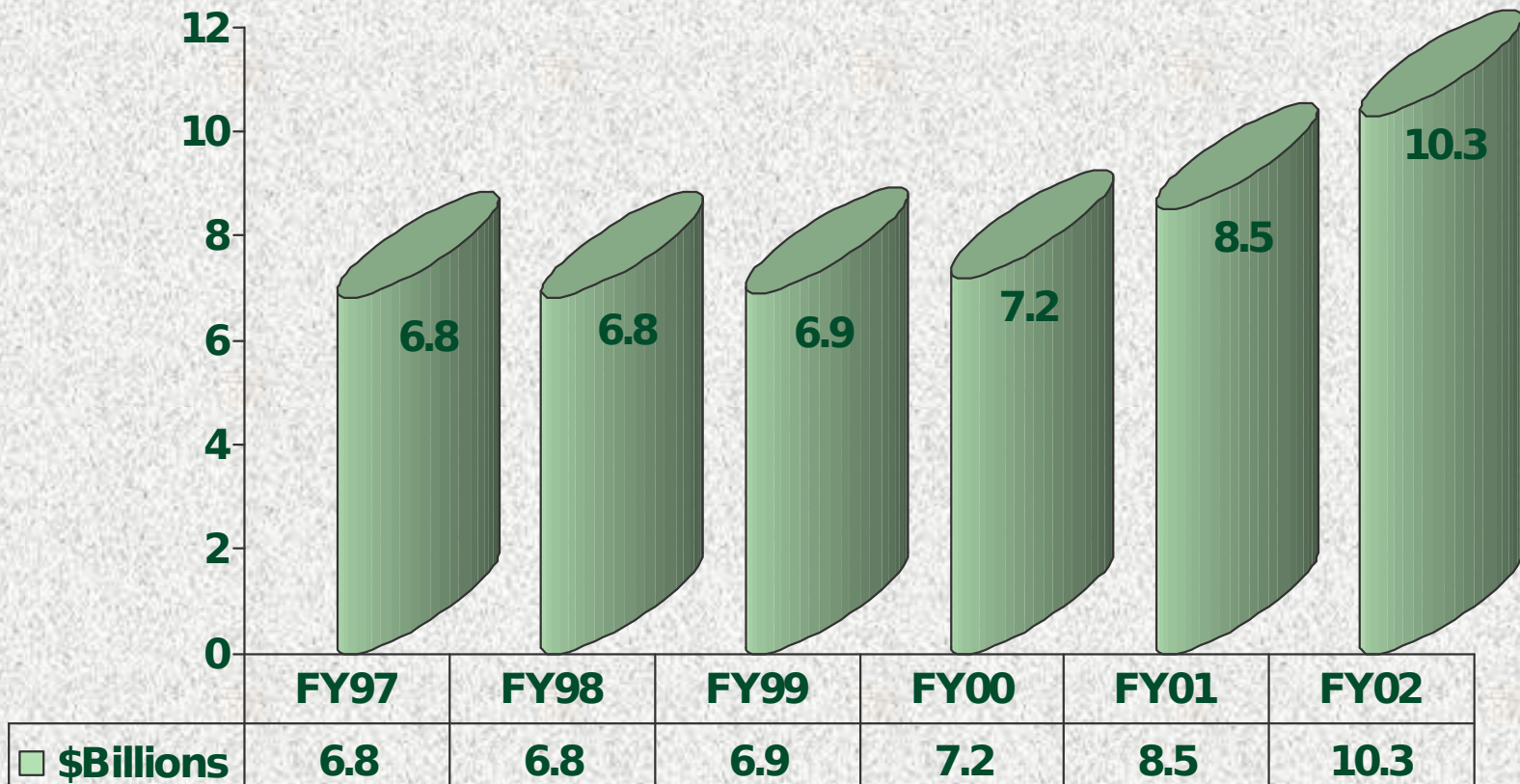


**Note: Data excluded Civil Works**

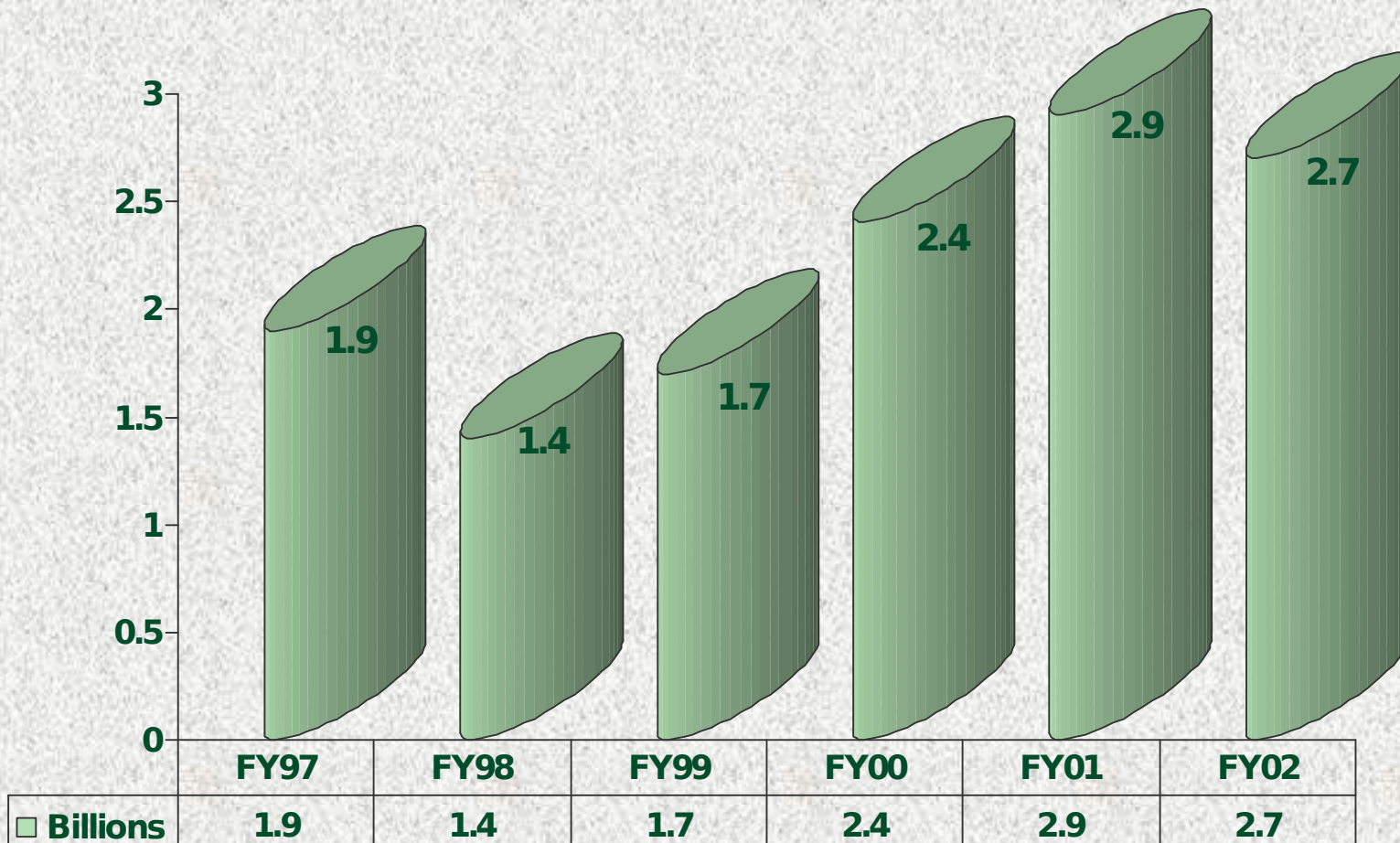
**Note: Dollar Value in Thousands**



# Total Small Business Dollars Over \$25K

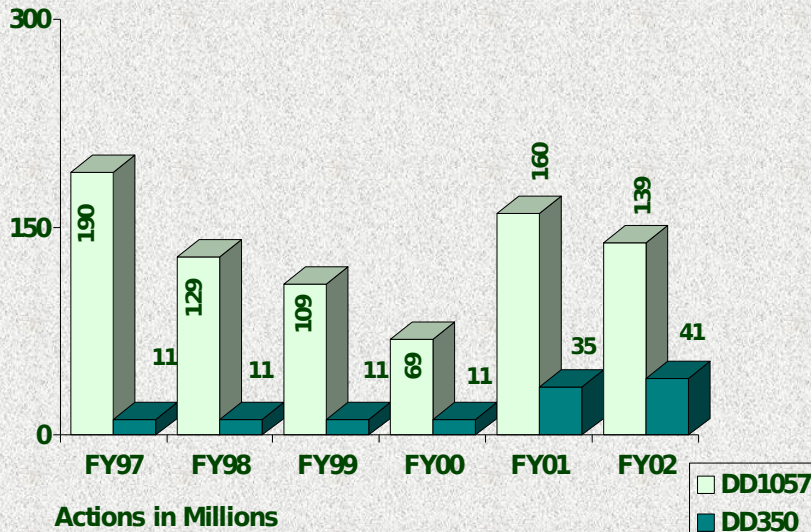


# Total Foreign Military Sales Over \$25K

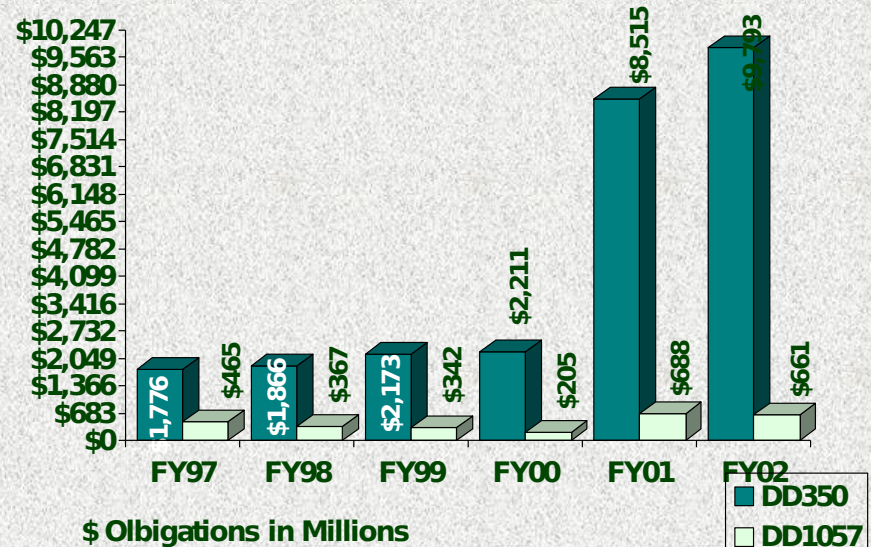


# Contracts by Small Business Set-Aside

Small Business Set-Aside Contract Actions



Contract Dollar Obligations by Small Business Set-Aside



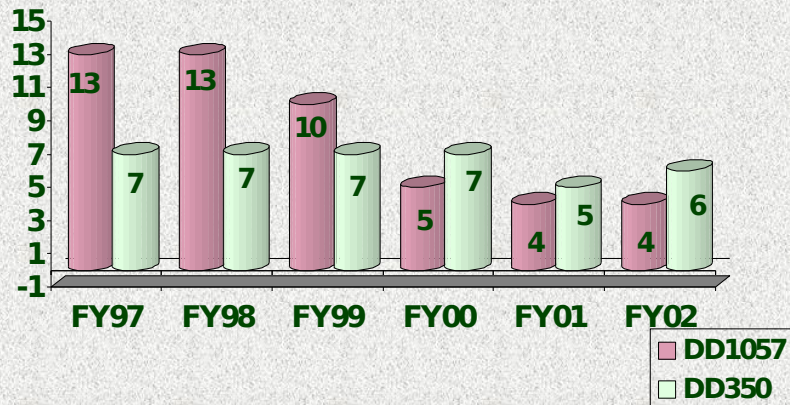
**#Actions in Millions** DD1057 for \$25,000 or Less Contracts  
DD350 for Over \$25,000 Contracts

**\$Obligations in Millions**



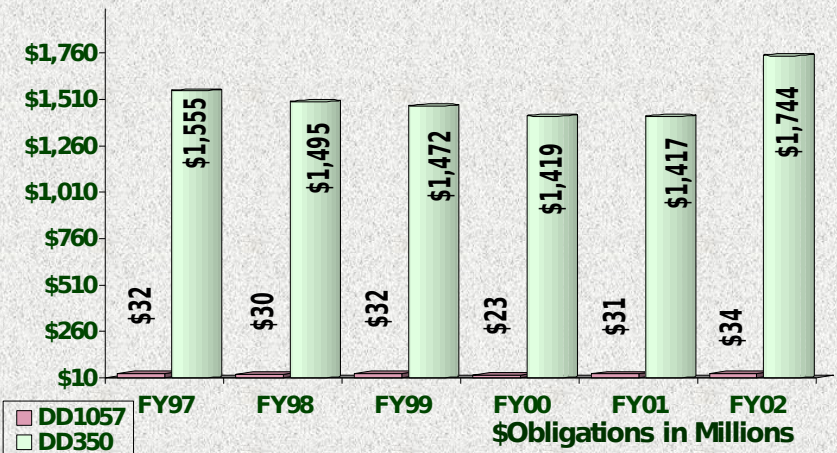
# Total Contract Actions Through SBA 8(A)

**Total Contract Actions  
(DD1057 & DD350)**



#Actions in Millions

**Total Contract Dollar Obligations  
(DD1057 & DD350)**



\$Obligations in Millions

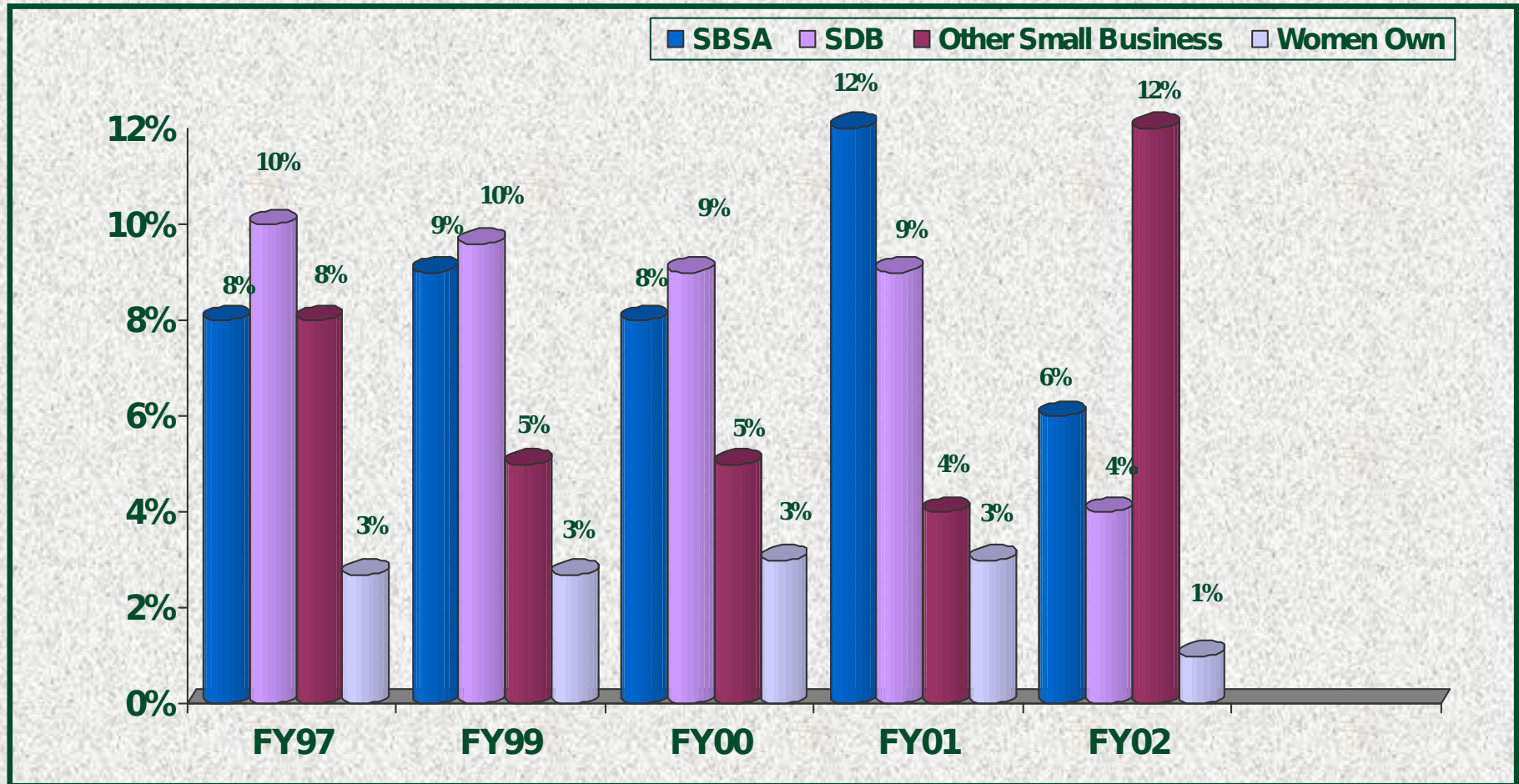
#Actions in Millions

DD1057 for \$25,000 or Less  
Contracts

DD350 for Over \$25,000  
Contracts

\$Obligations in  
Millions 21

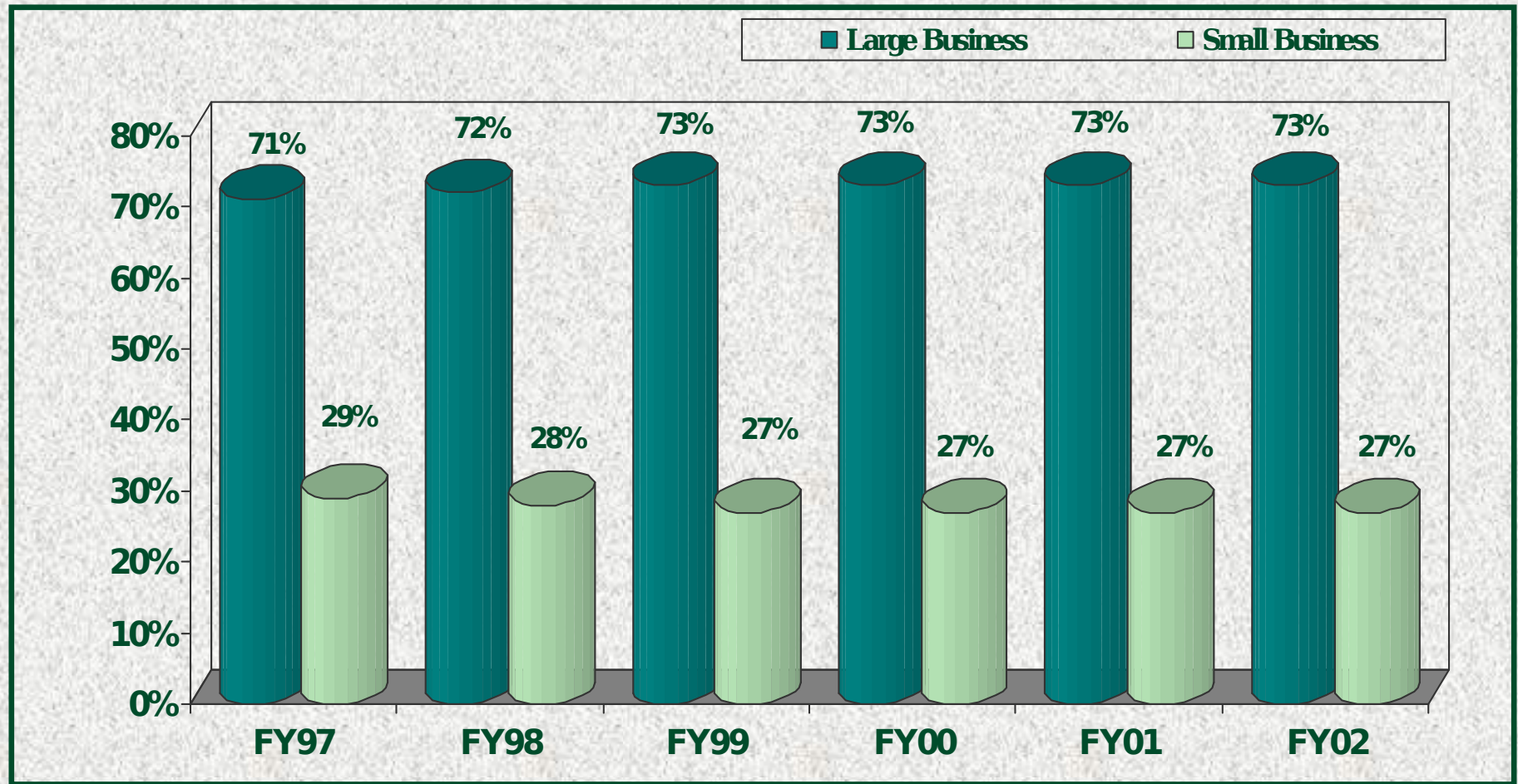
# Small Business Set-aside By Types of U.S. Small Business Awards By Fiscal Year



Note: Excludes FMS, FSS, & actions with another federal agency and all overseas buys.

Note: Small Business Set-aside includes Small Purchase Set-aside.

# Dollar Percentage On OHS: Small vs U.S. Large Business Awards By Fiscal Year

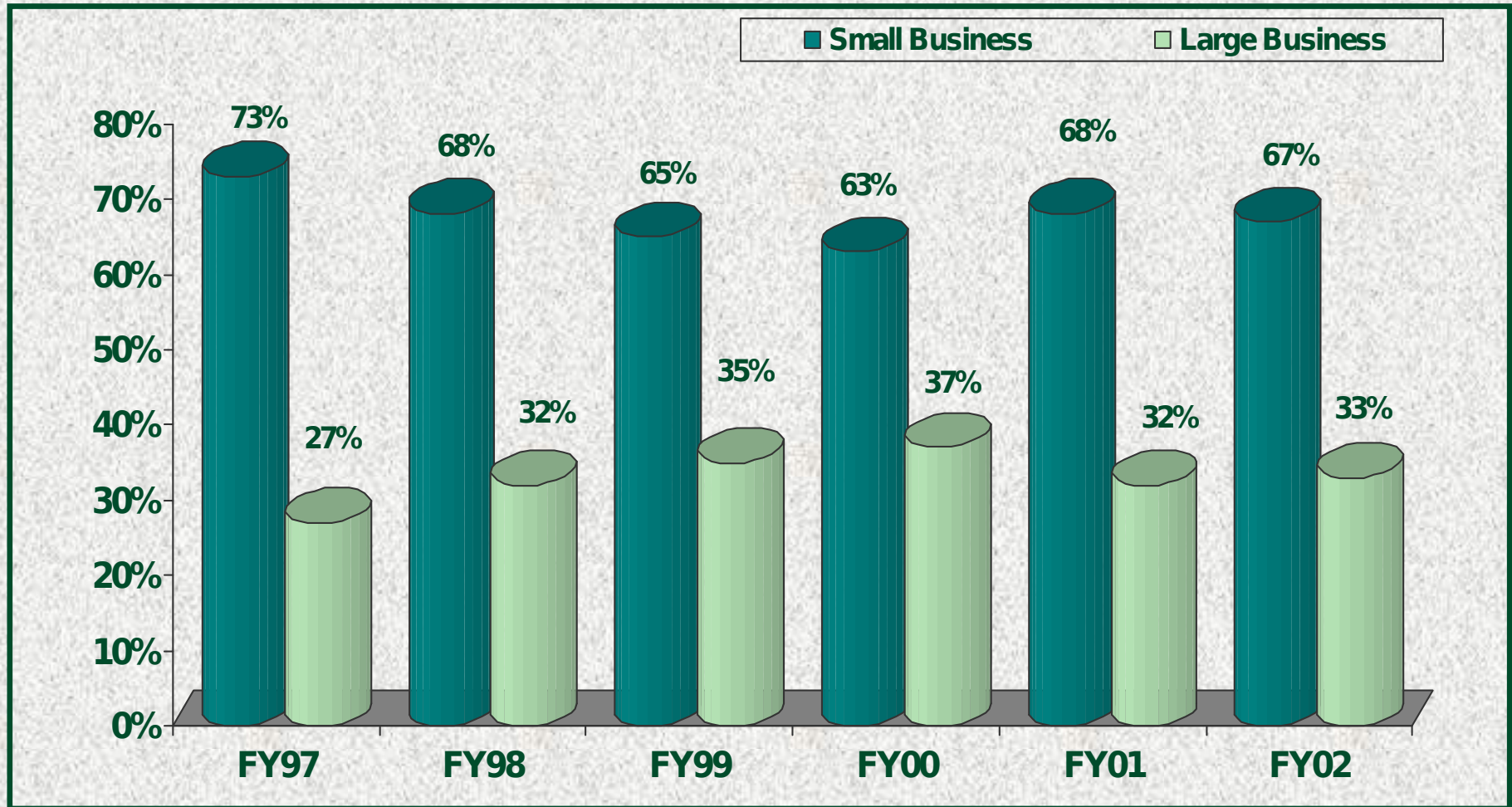


Note: Excludes FMS, FSS, & actions with another federal agency and all overseas buys.

Note: Small Business Set-aside includes Small Purchase Set-aside.

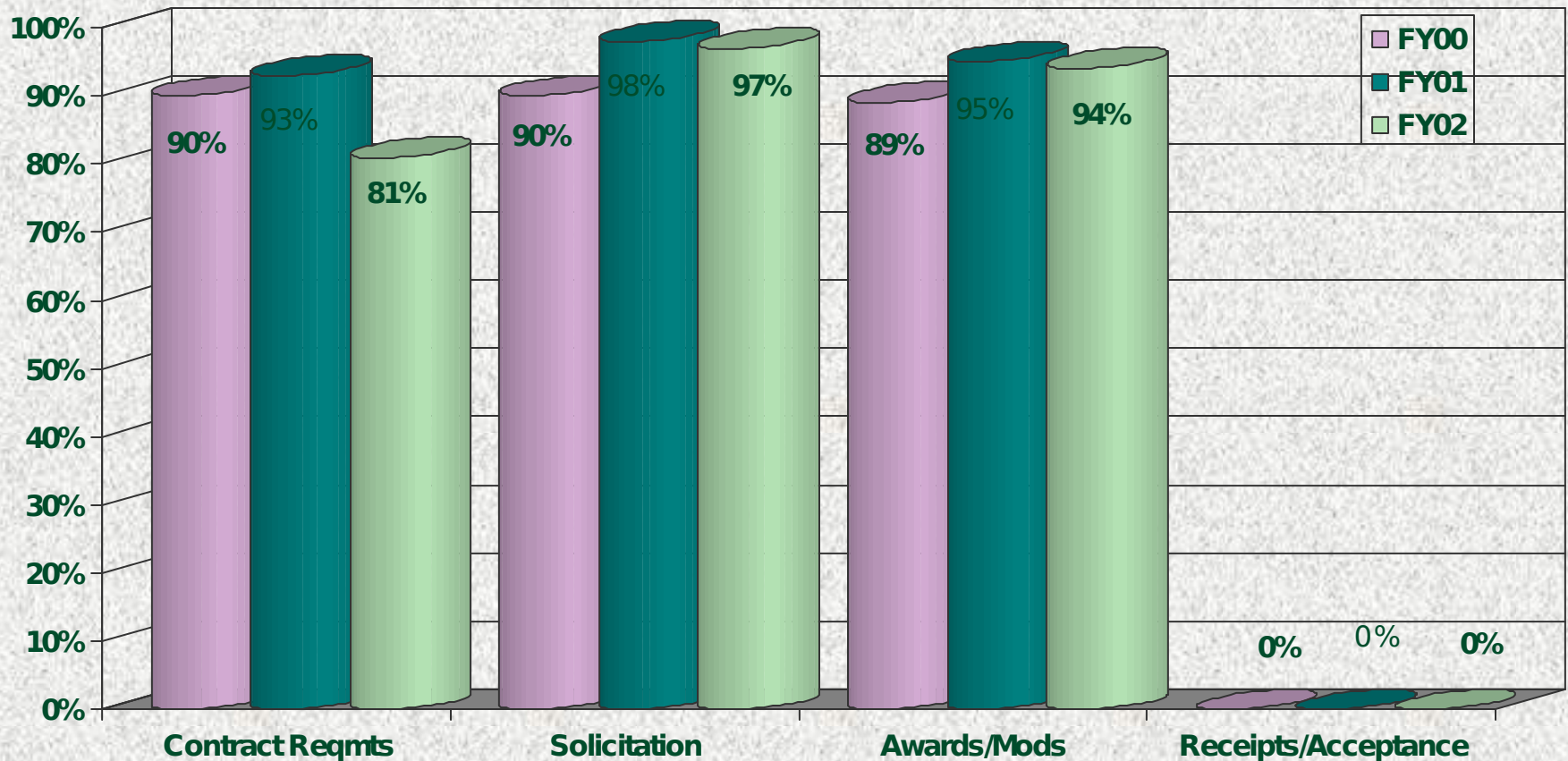


# Percentage on Cost Small vs. Large Business Actions By Fiscal Year

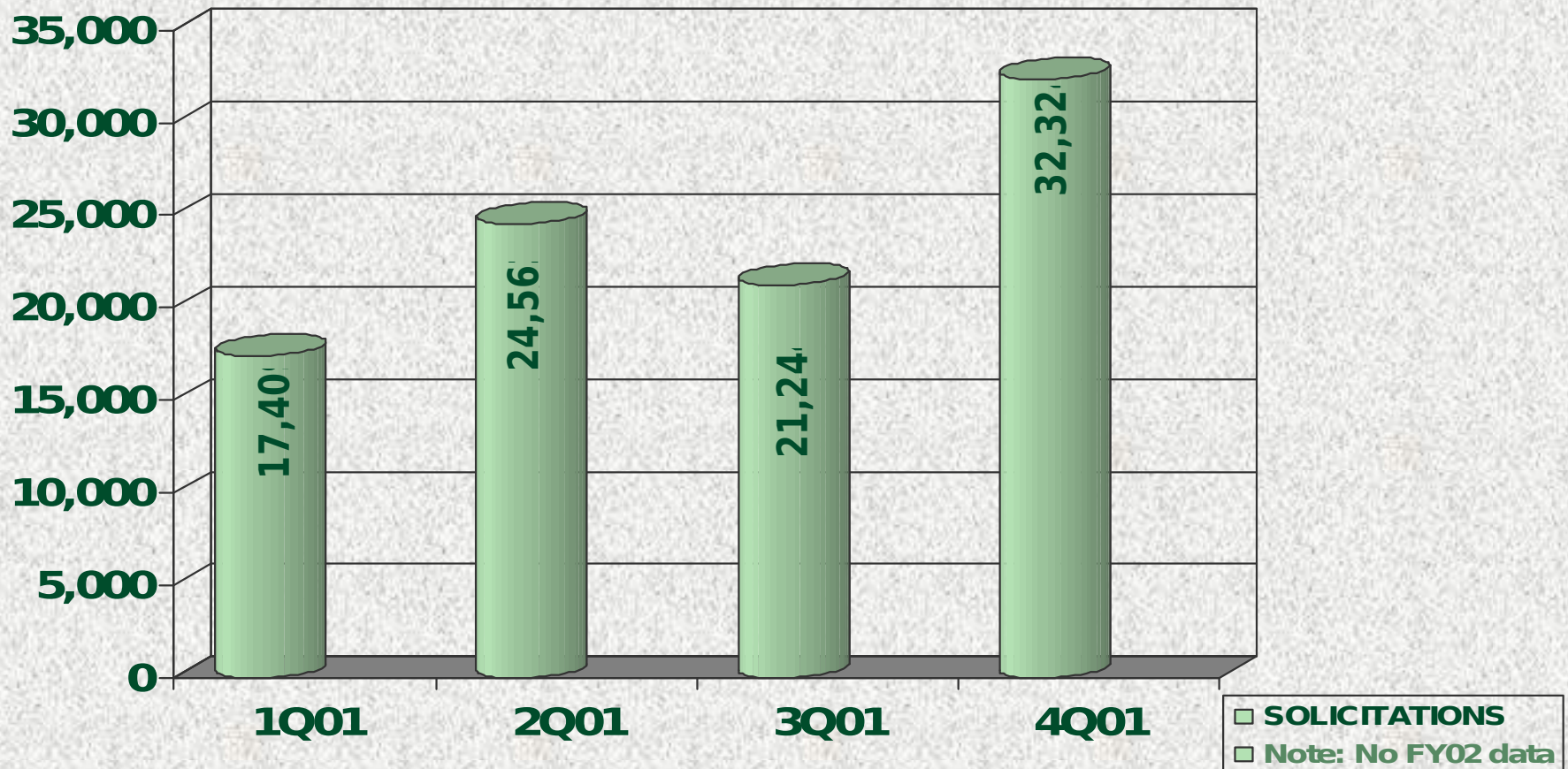


**Note: Excludes Other Defense Agencies (ODA's)**

# Percentages On Overall Army Paperless Contracting

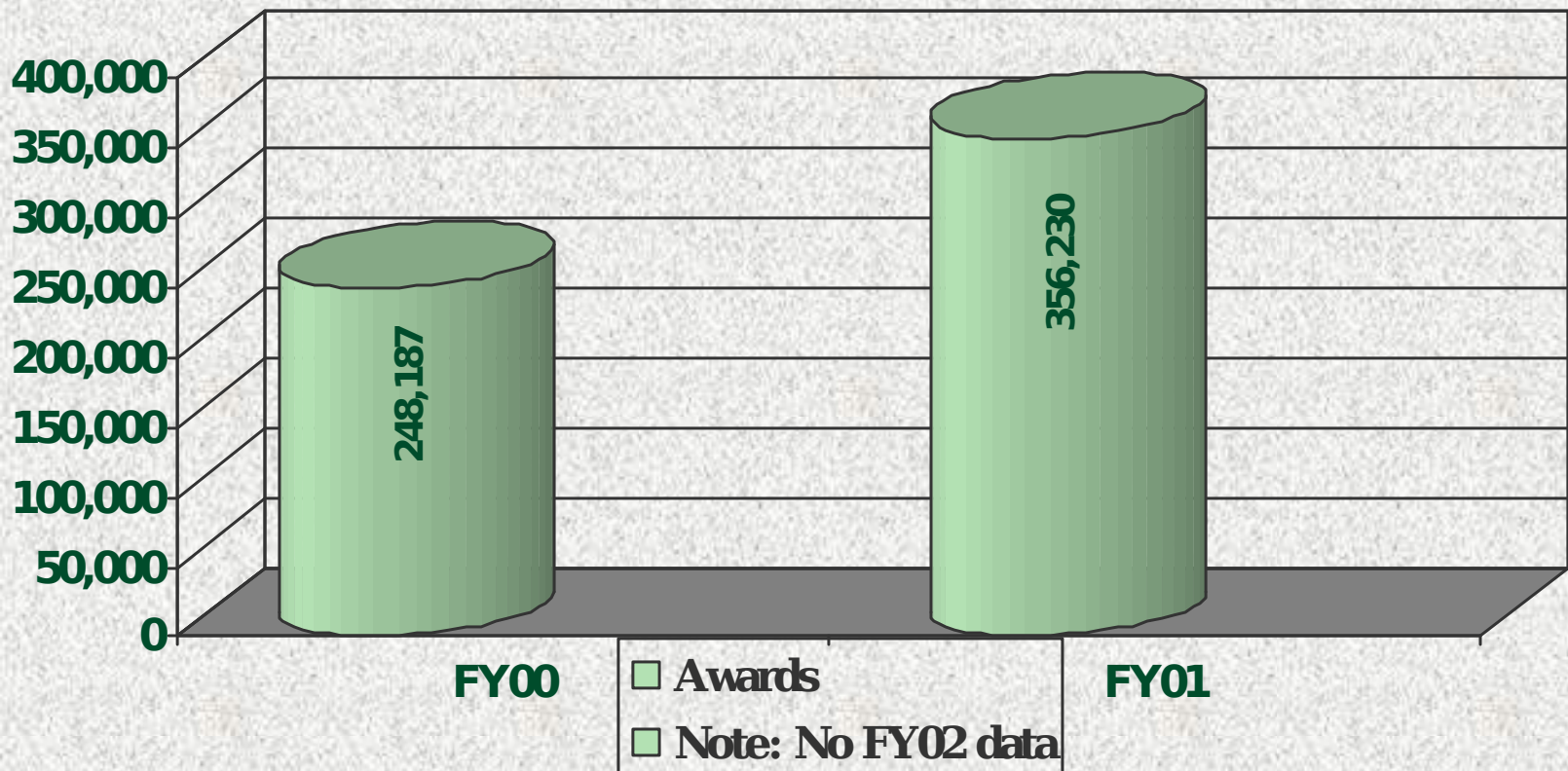


# FY01 NUMBER OF ELECTRONIC SOLICITATIONS

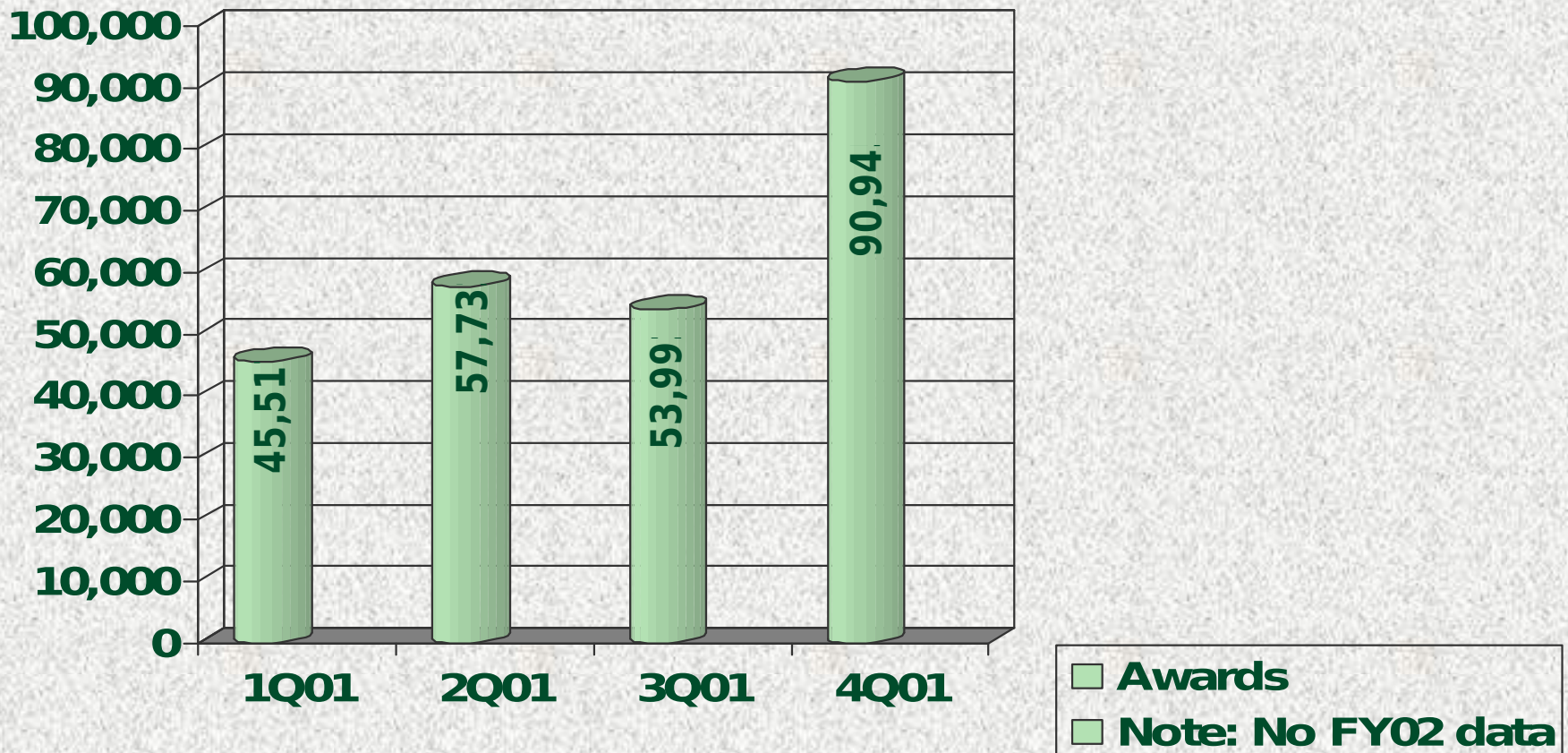




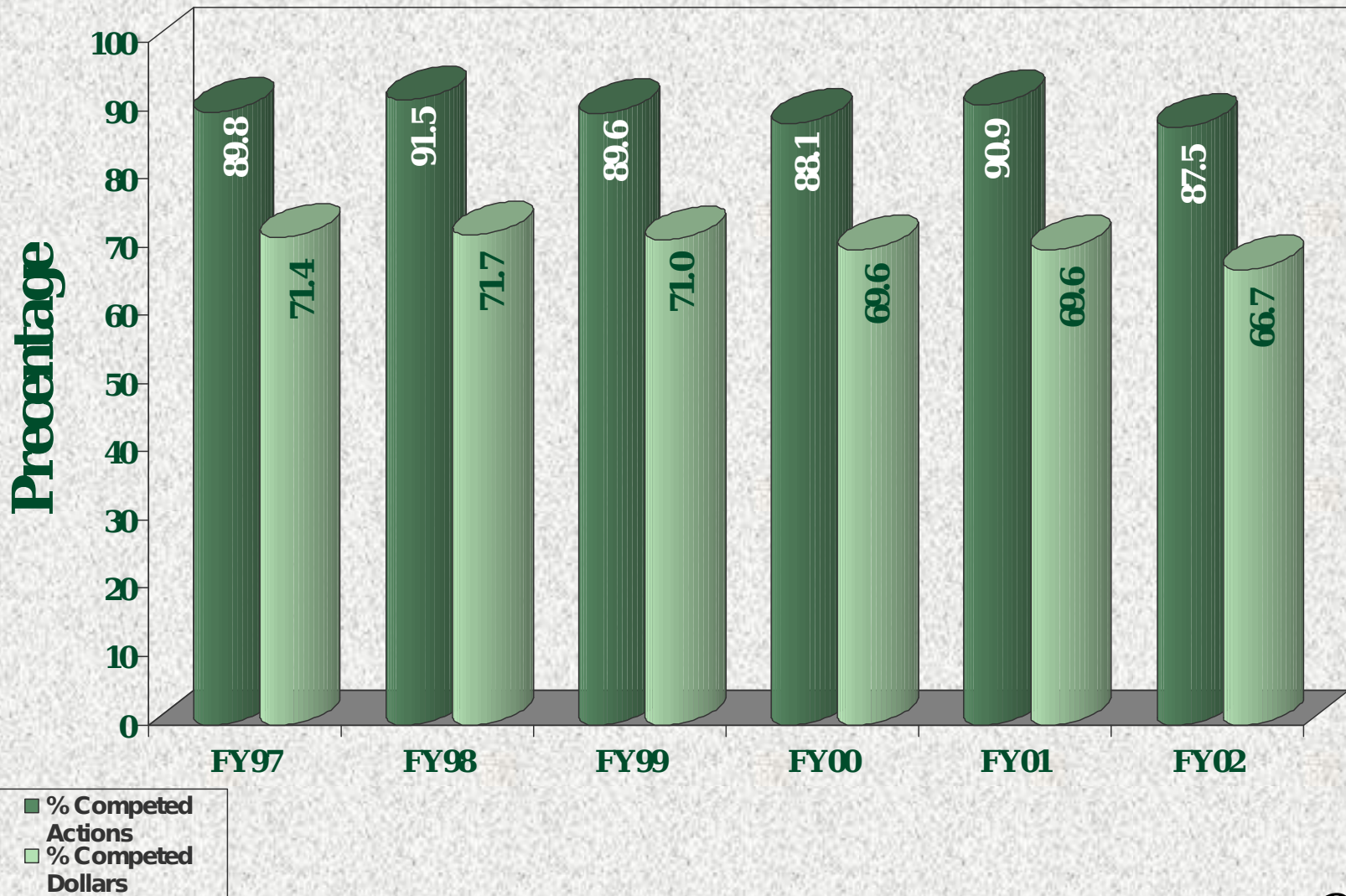
# NUMBER OF ELECTRONIC AWARDS



# FY01 NUMBER OF ELECTRONIC AWARDS

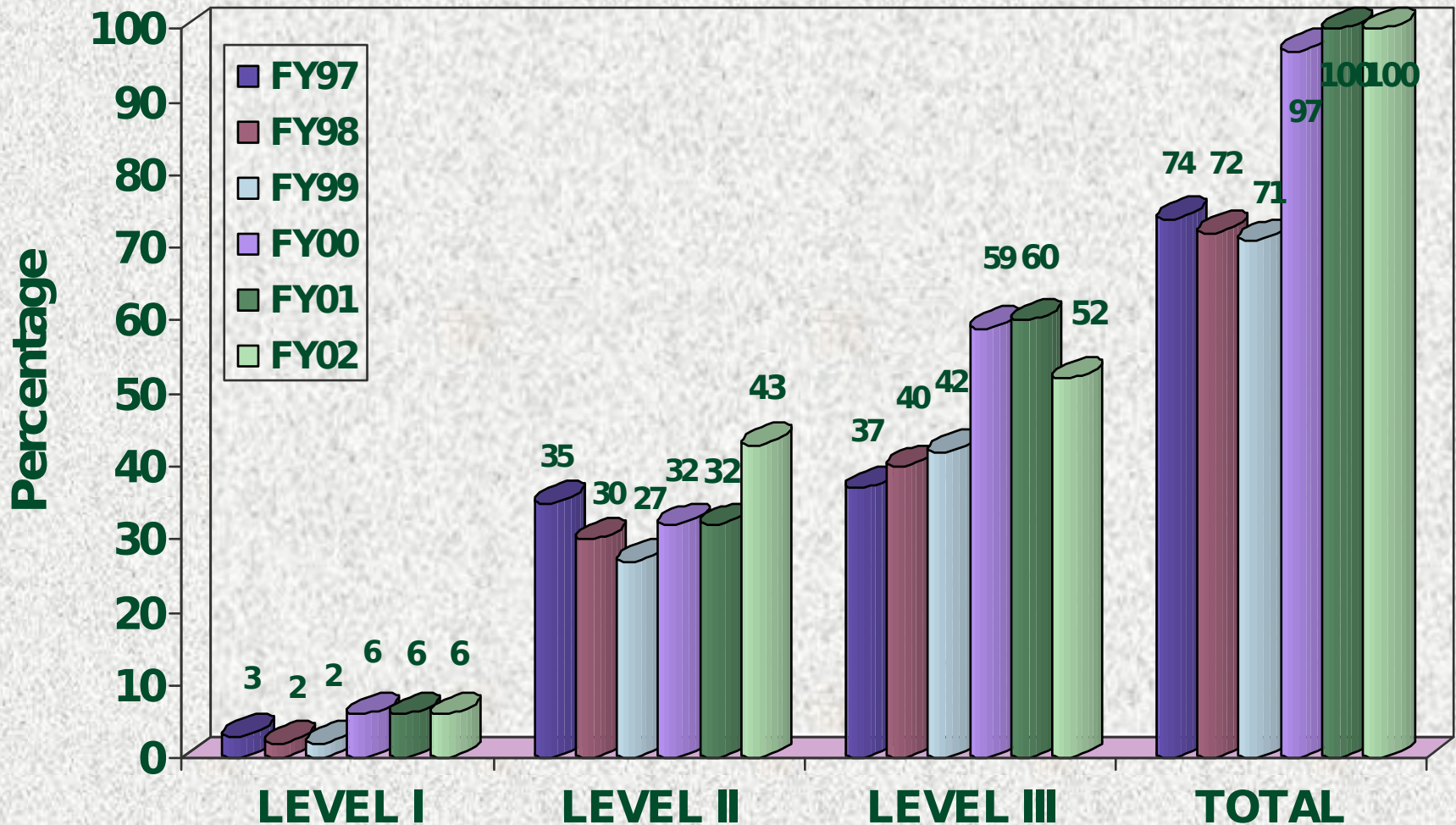


# Army Procurement Competition Report



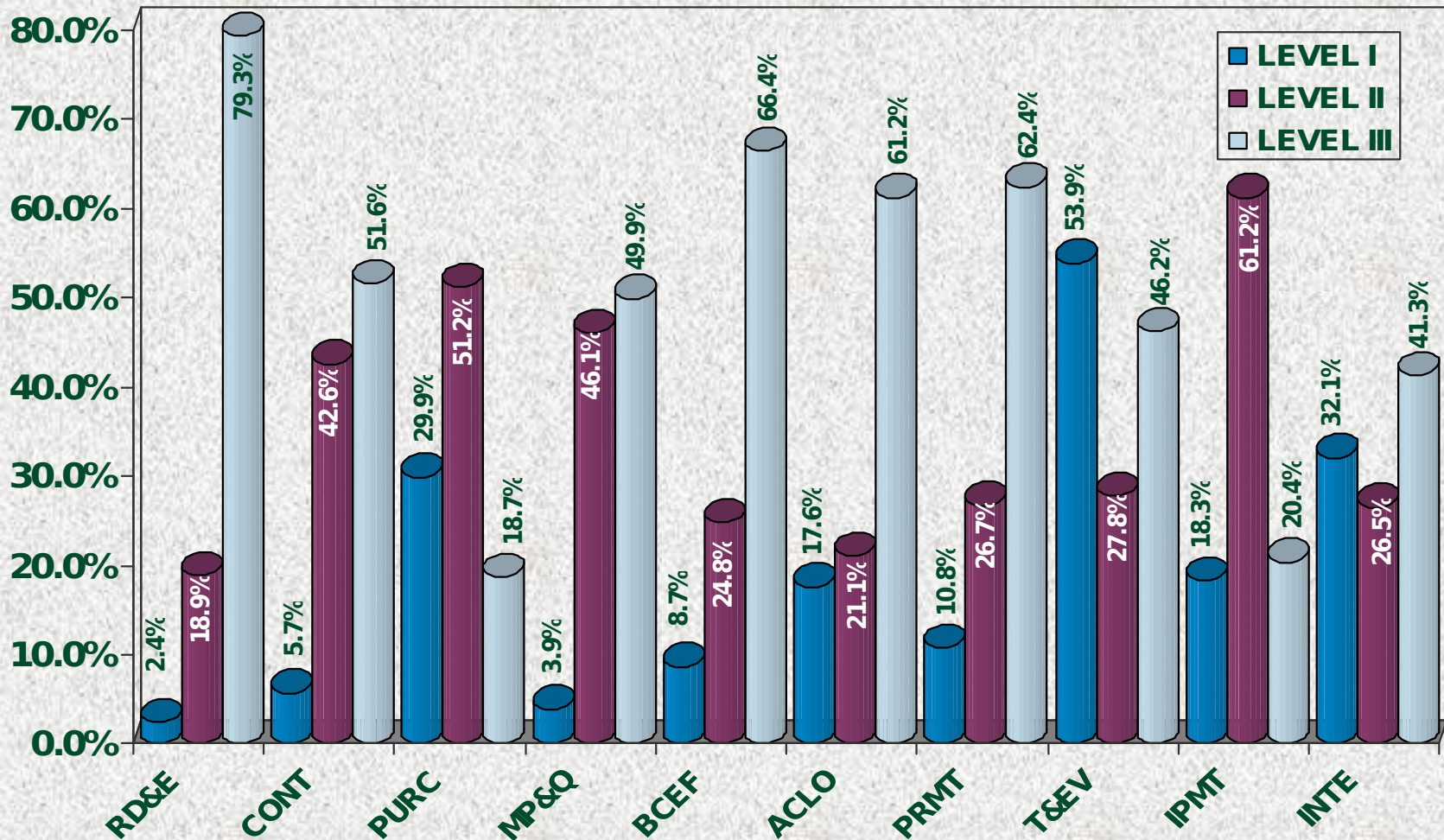


# Total Overall Percentages on DAWIA Certification by Fiscal Year



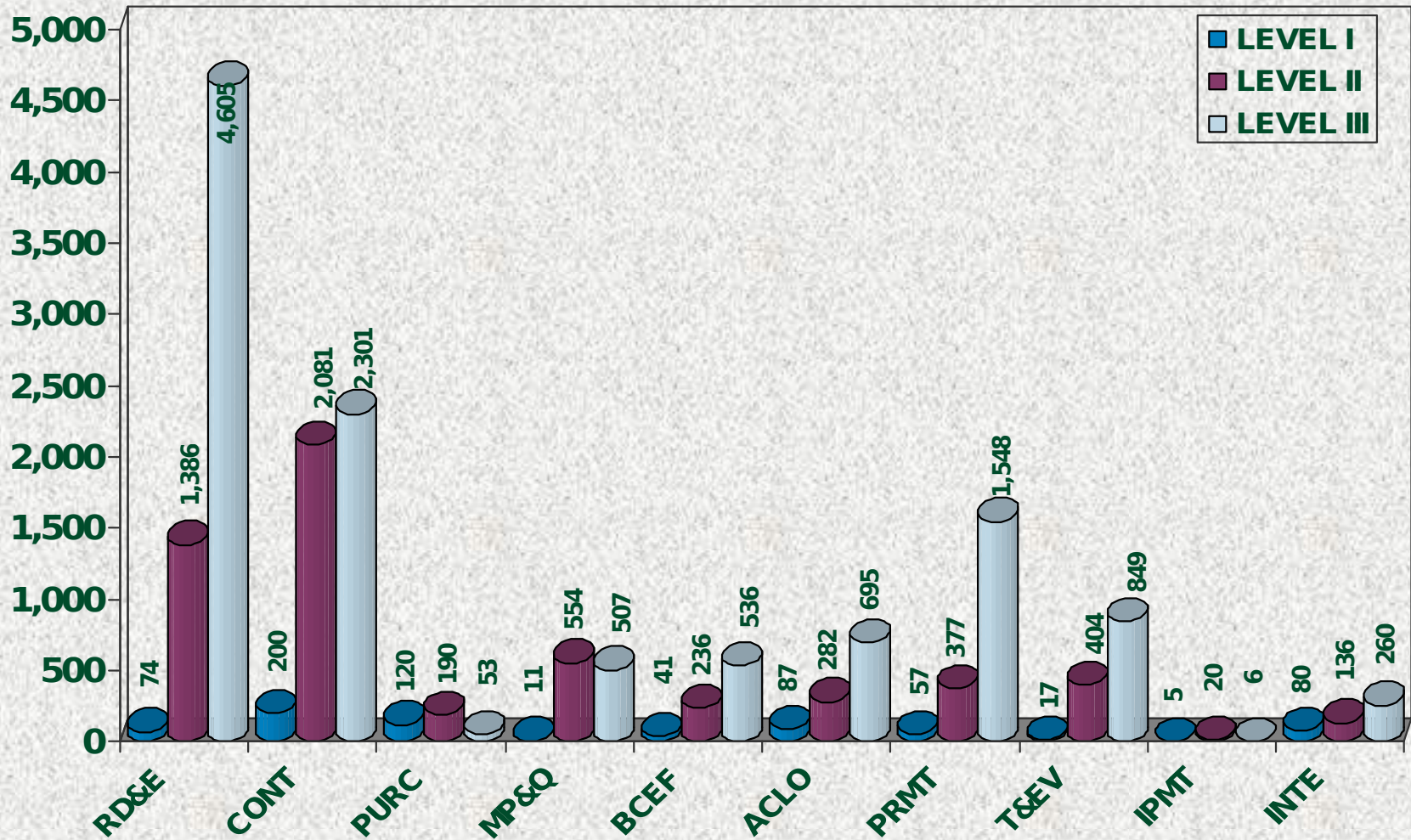
# FY02 DAWIA Certification

## Percentages by Career Category



\* BCEF - Business Cost Estimation and Finance Management  
 \* RD&E - System Planning, Research, Development and Engineering  
 \* Includes civilian and military (51s)

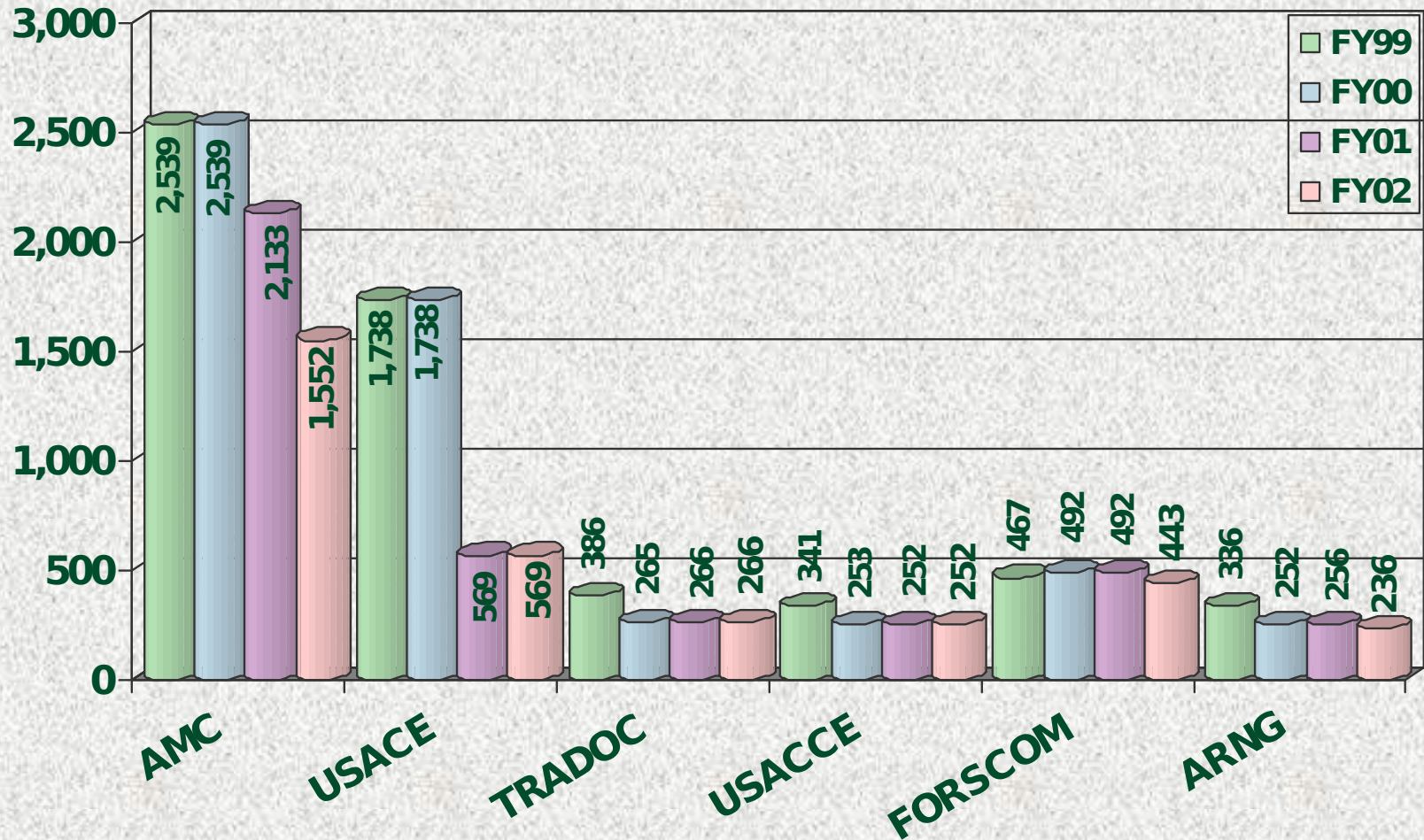
# FY02 DAWIA Certification by Career



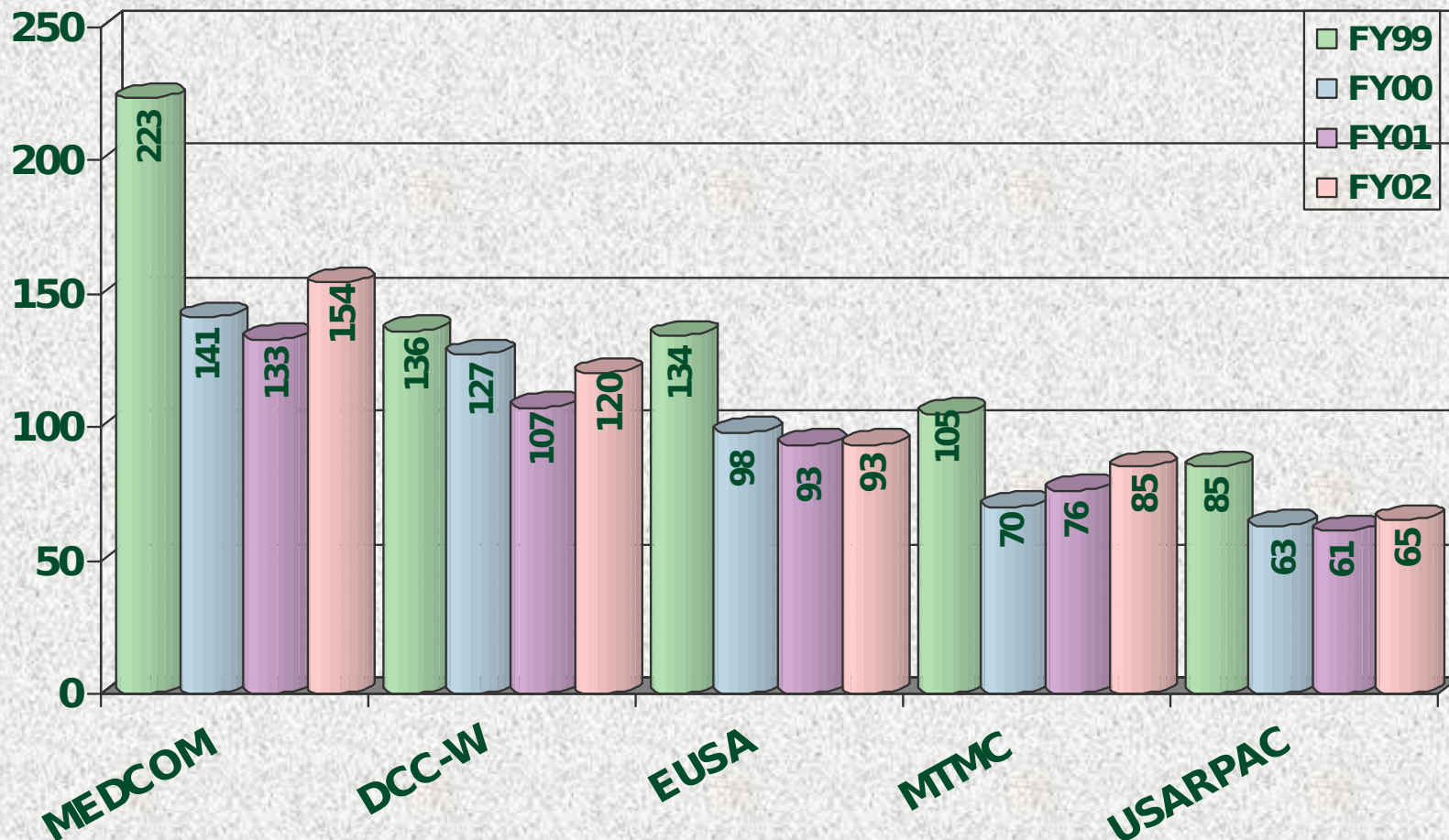
\* BCEF - Business Cost Estimation and Finance Management  
 \* RD&E - System Planning, Research, Development and Engineering



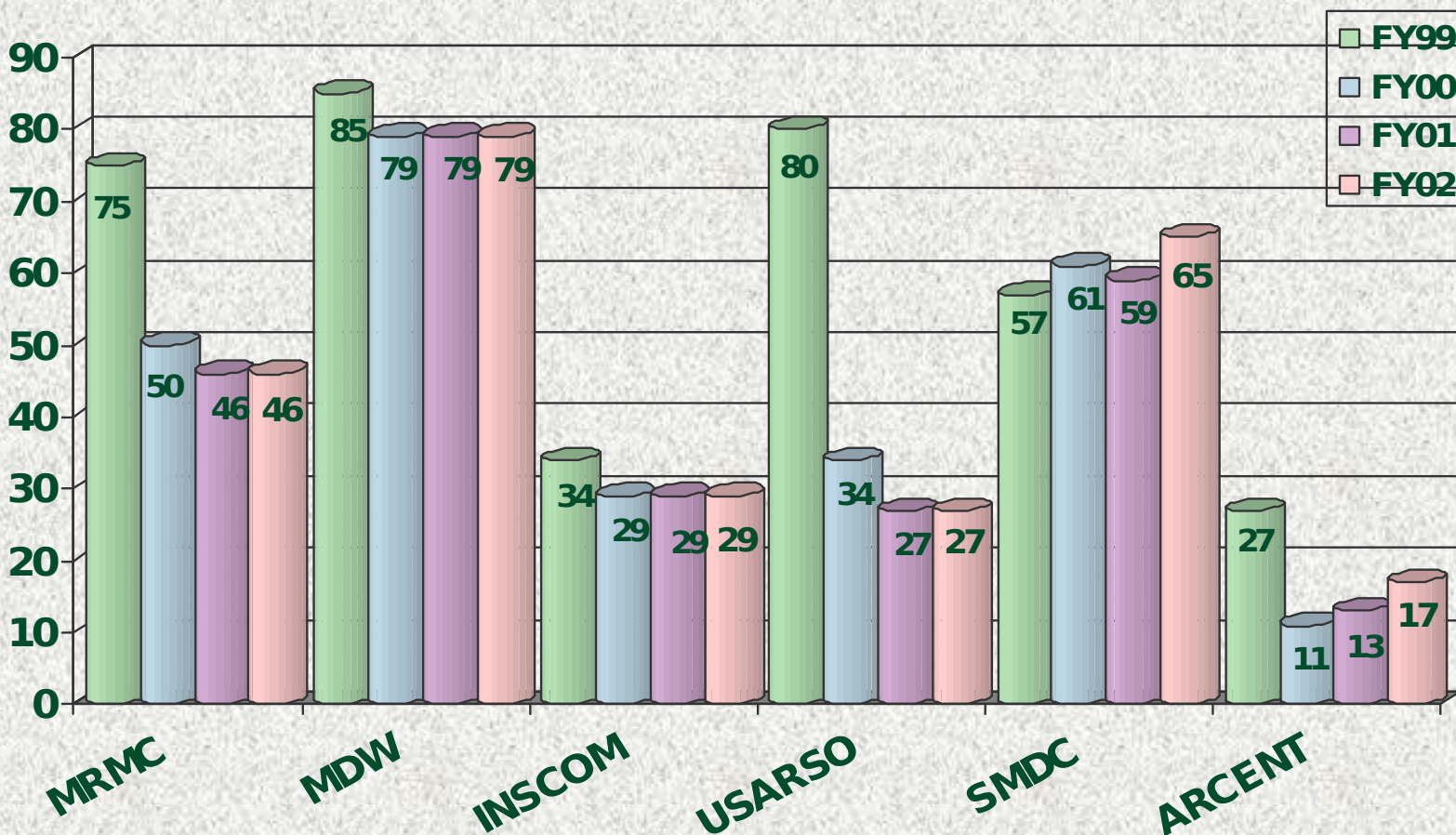
# FY99-FY02 Army Contracting Personnel by MACOM



# FY99-FY02 Army Contracting Personnel by MACOM (Con't)

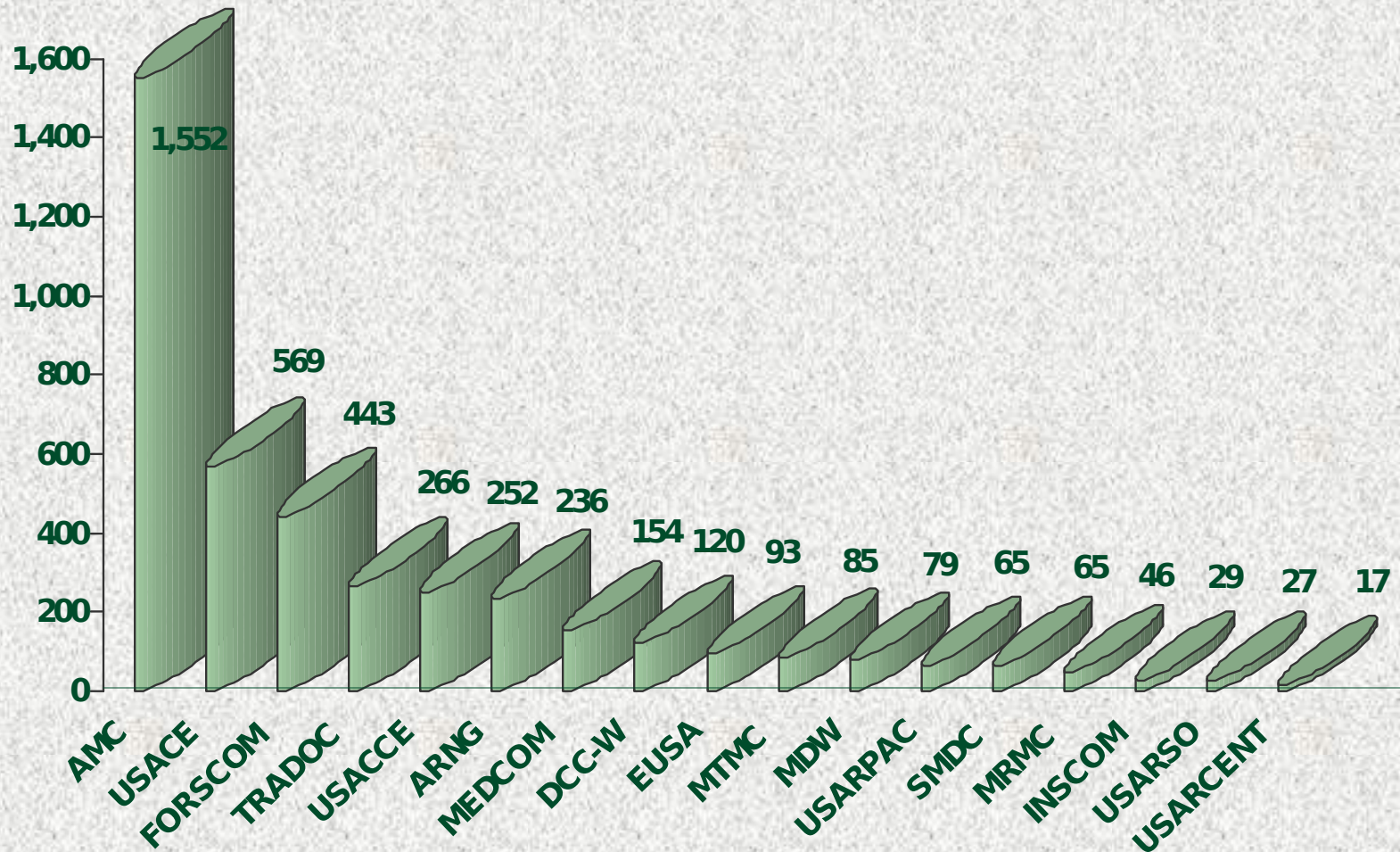


# FY99-FY02 Army Contracting Personnel by MACOM (Con't)

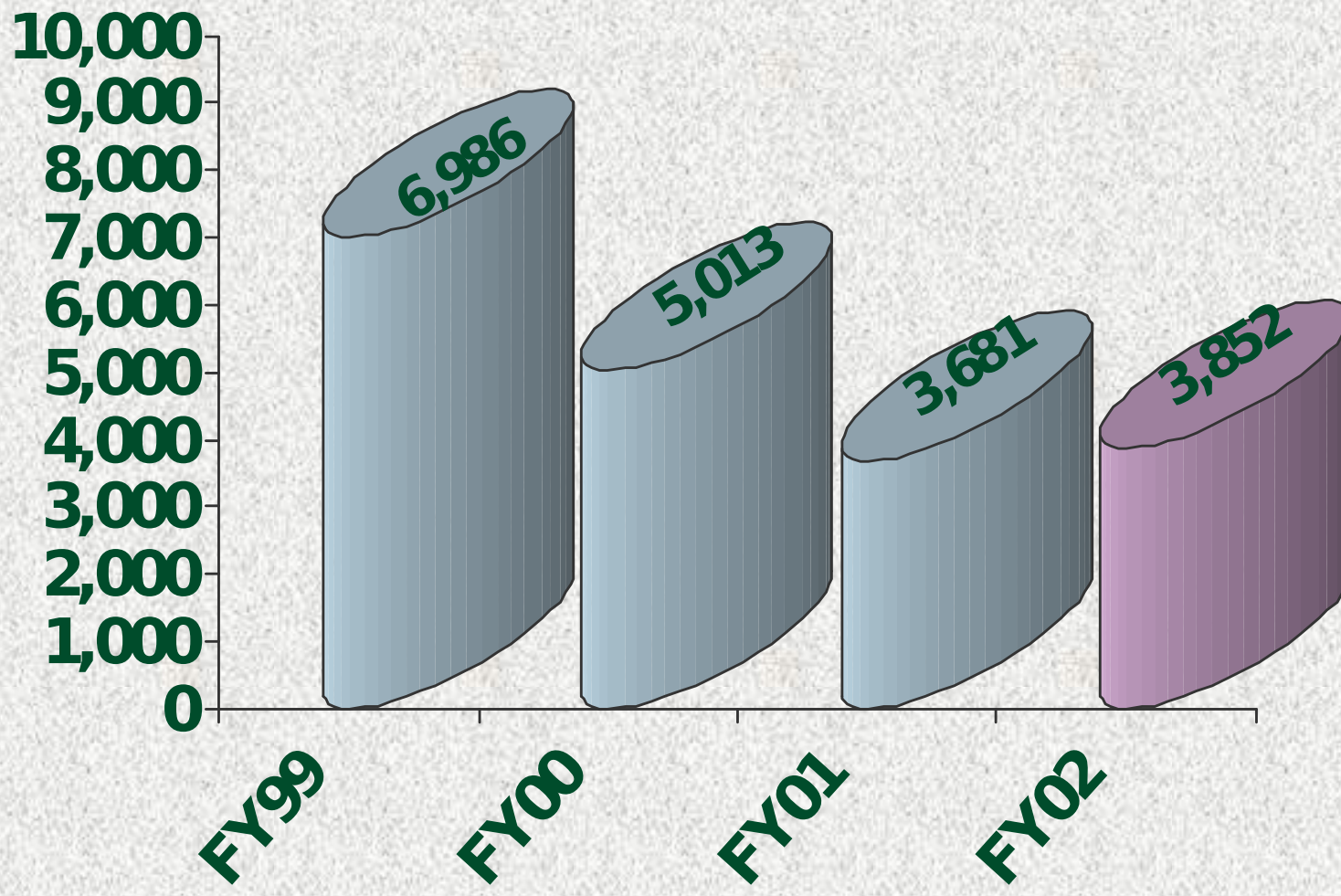




# FY02 Army Contracting TDA by MACOM

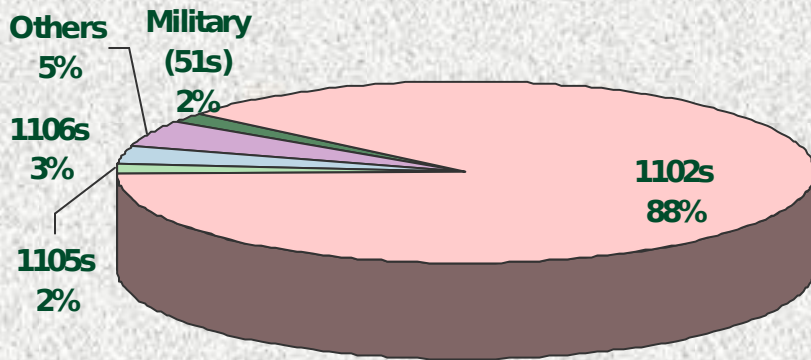


# Army Contracting Personnel Trend



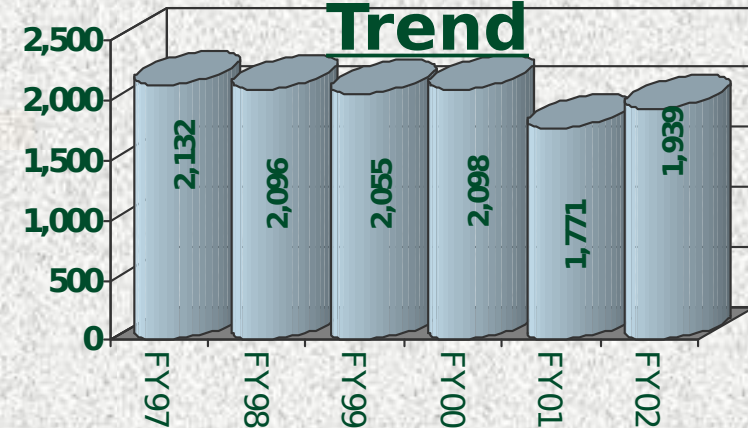
# AMC Contracting TDA Trends

## Contracting TDA

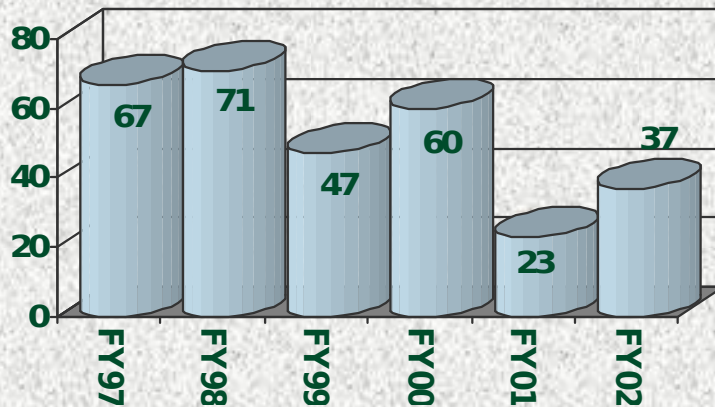


## 1102s TDA

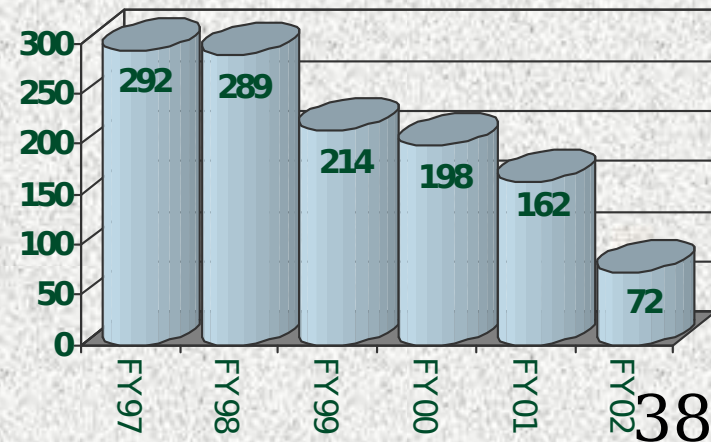
### Trend



## 1105s TDA Trend

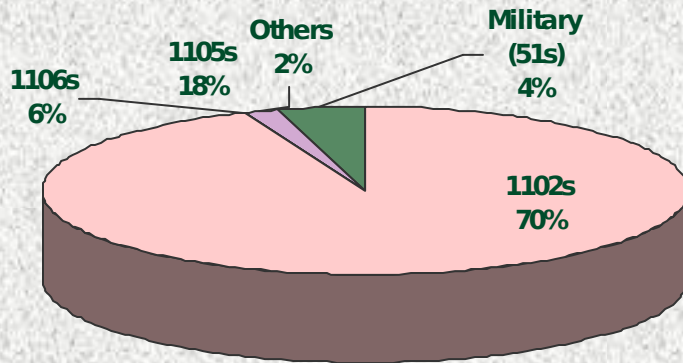


## 1106s TDA Trend

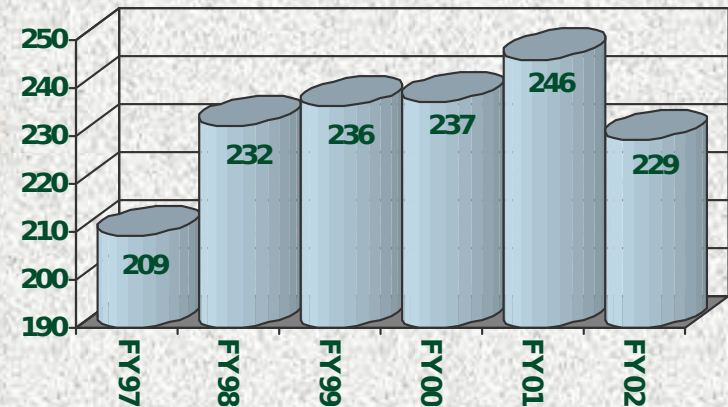




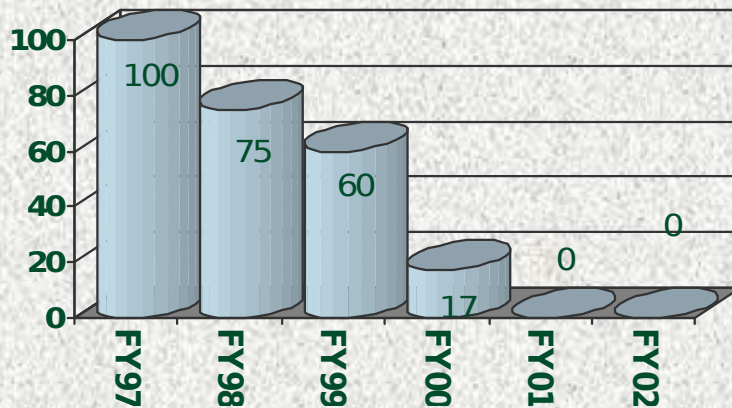
# ARNG Contracting TDA Trends



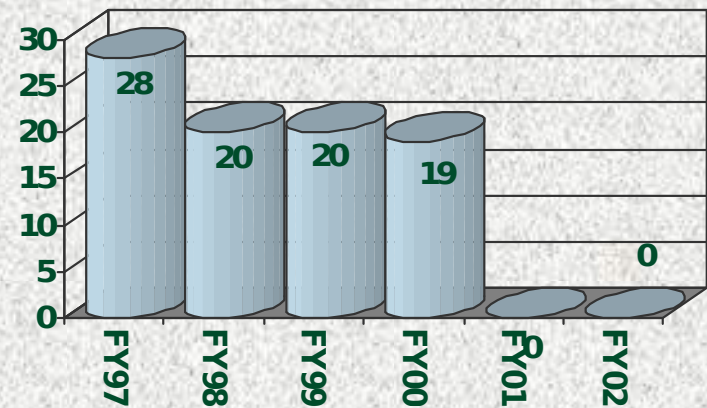
## 1102 TDA Trend



## 1105 TDA Trend

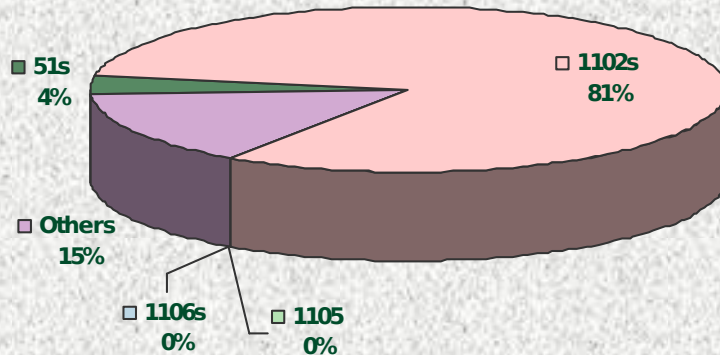


## 1106 TDA Trend

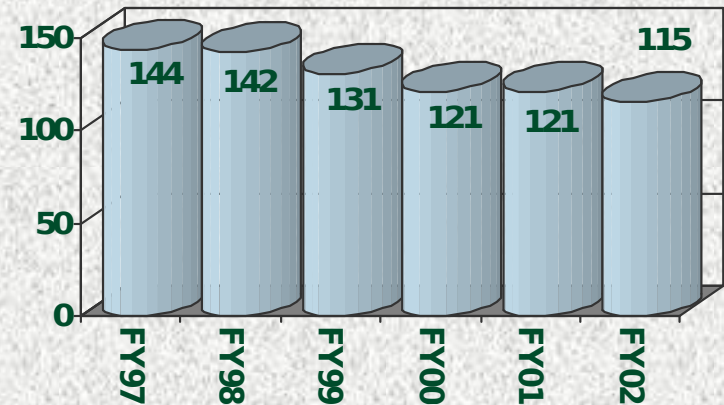


# DCC-W Contracting Trends

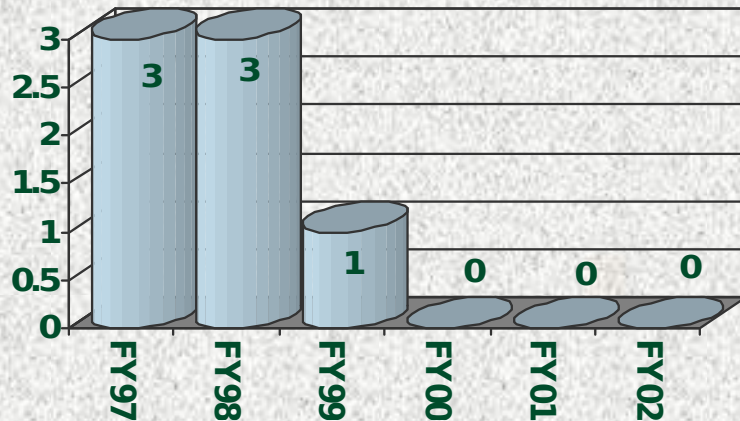
## Contracting TDA



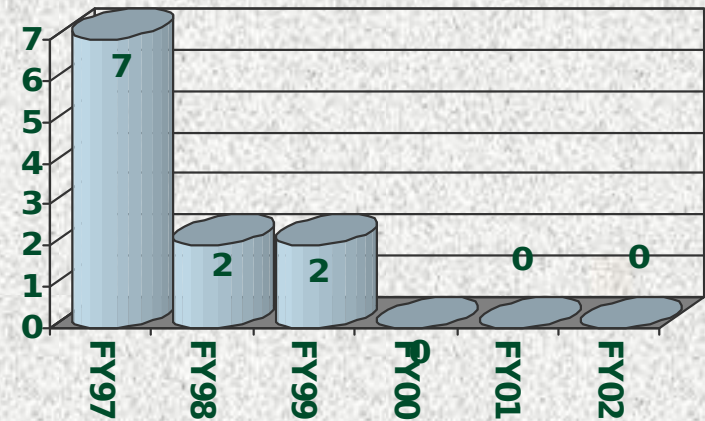
## 1102 TDA Trend



## 1105 TDA Trend

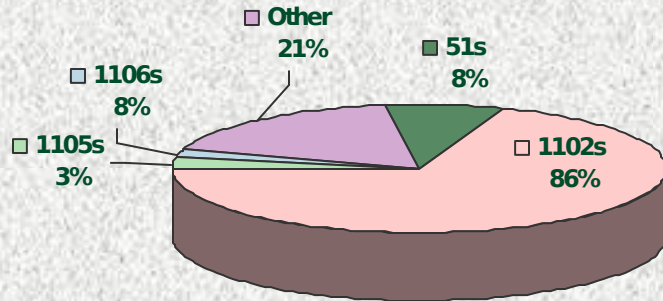


## 1106 TDA Trend

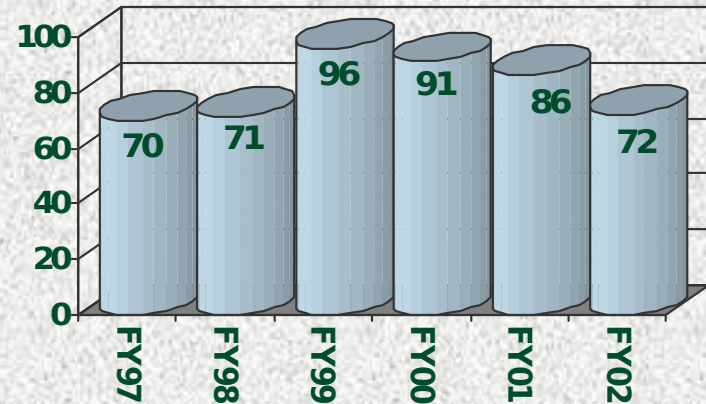


# EUSA Contracting TDA Trends

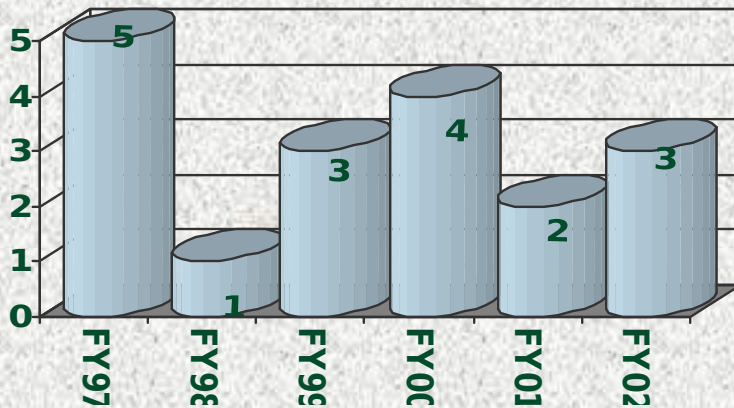
## Contracting TDA



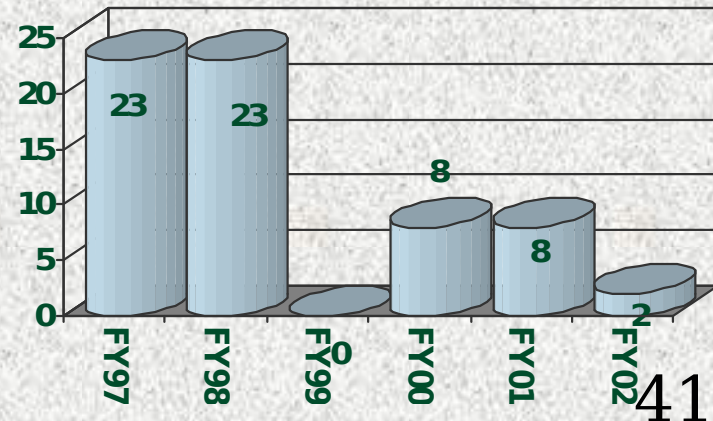
## 1102 TDA Trend



## 1105 TDA Trend



## 1106 TDA Trend

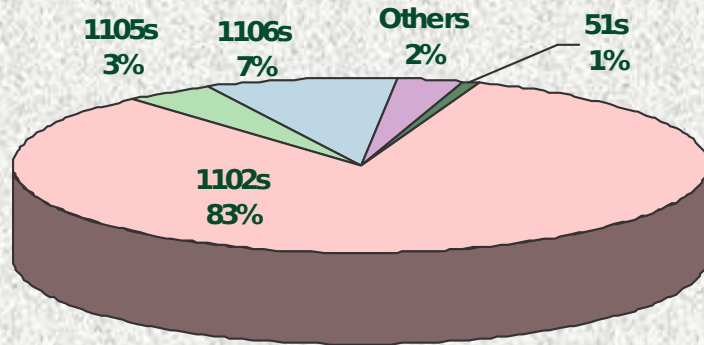




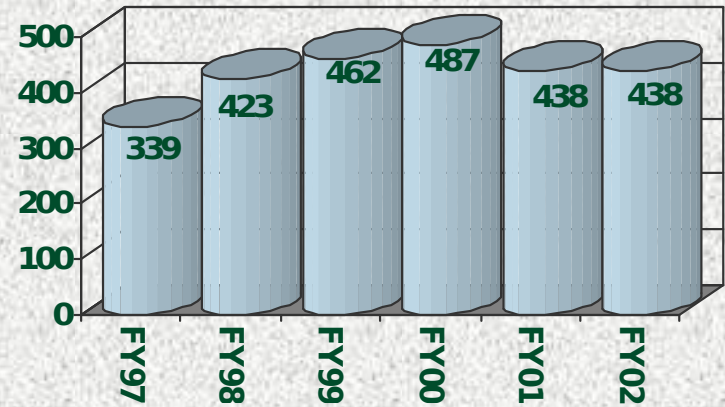
# FORSCOM Contracting TDA

## Trends

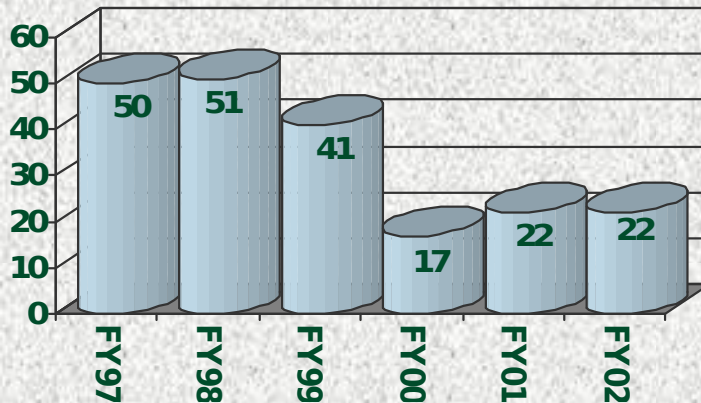
### Contracting TDA



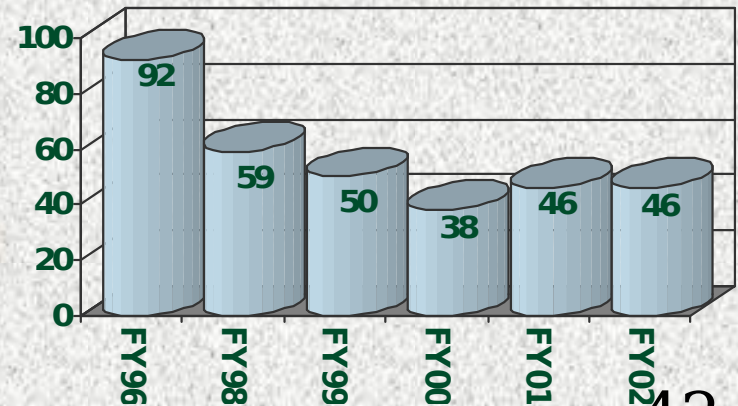
### 1102 TDA Trend



### 1105 TDA Trend

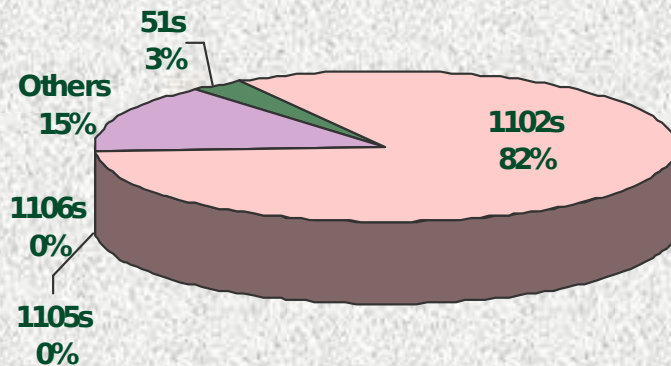


### 1106 TDA Trend

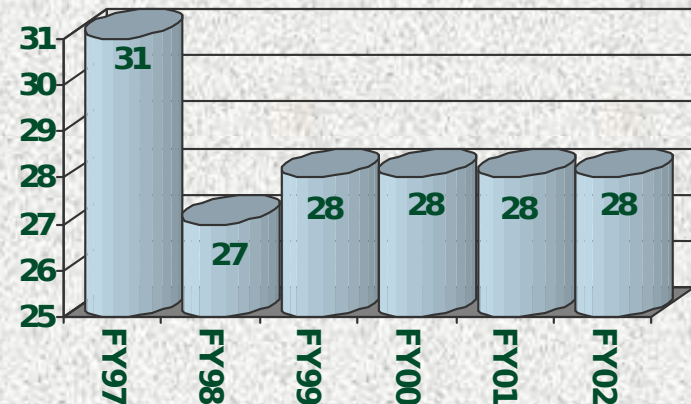


# INSCOM Contracting TDA Trends

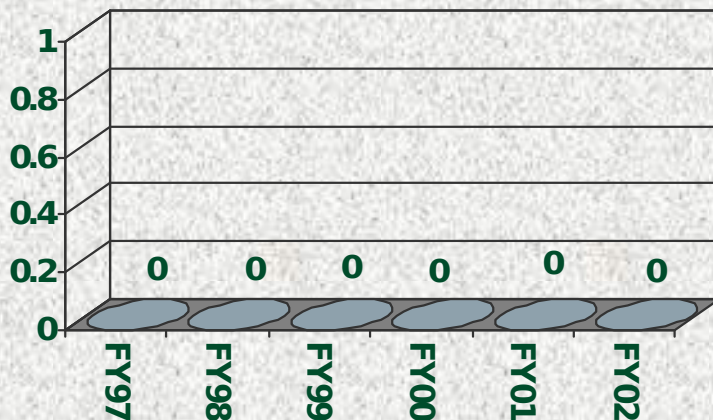
## Contracting TDA



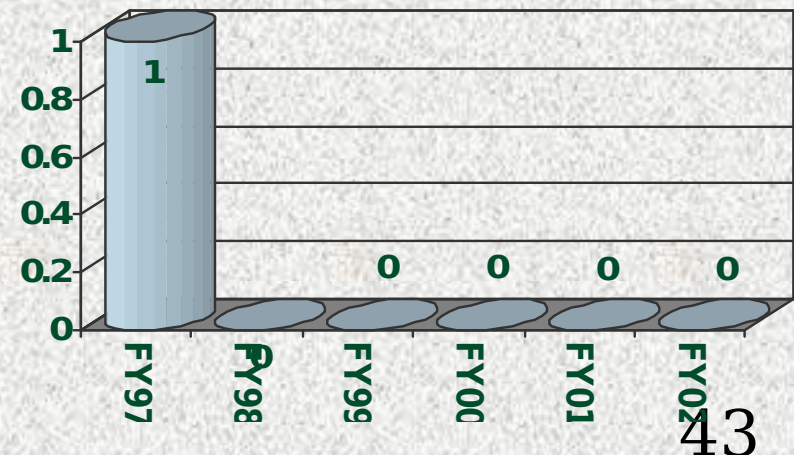
## 1102s TDA Trend



## 1105s TDA Trend

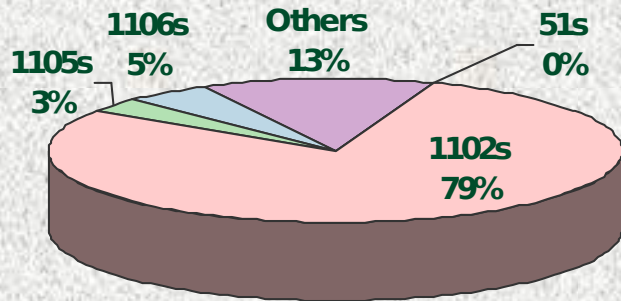


## 1106s TDA Trend

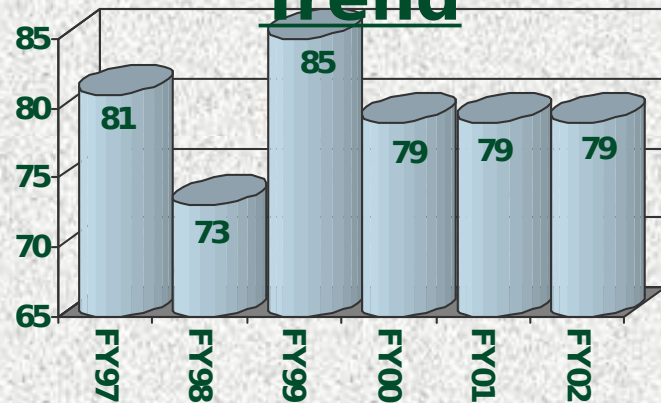


# MDW Contracting TDA Trends

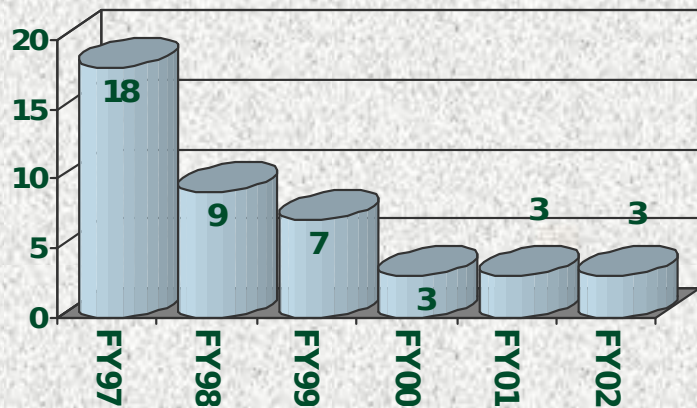
## Contracting TDA



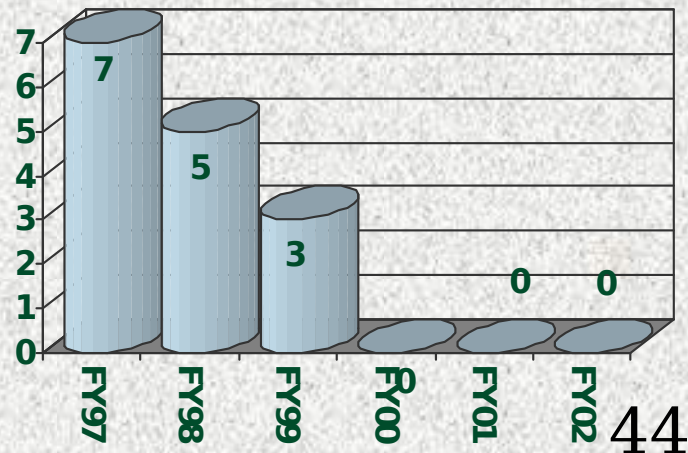
## 1102 TDA Trend



## 1105 TDA Trend



## 1106 TDA Trend

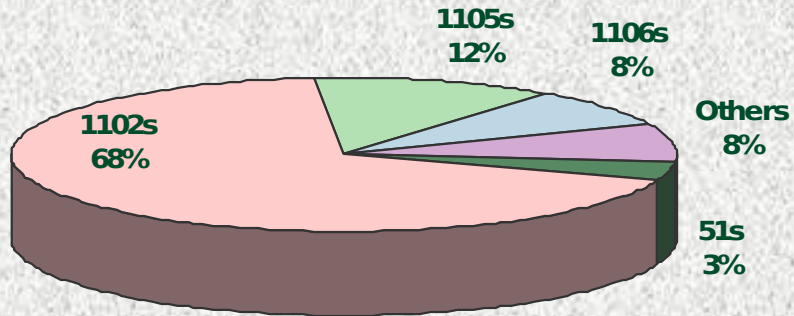




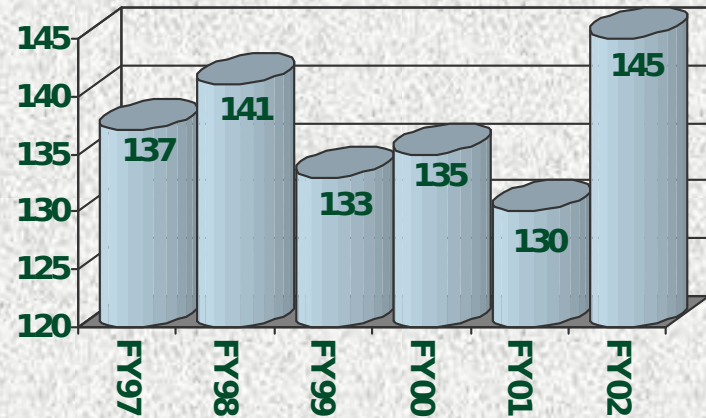
# MLB COM Contracting TDA

## Trends

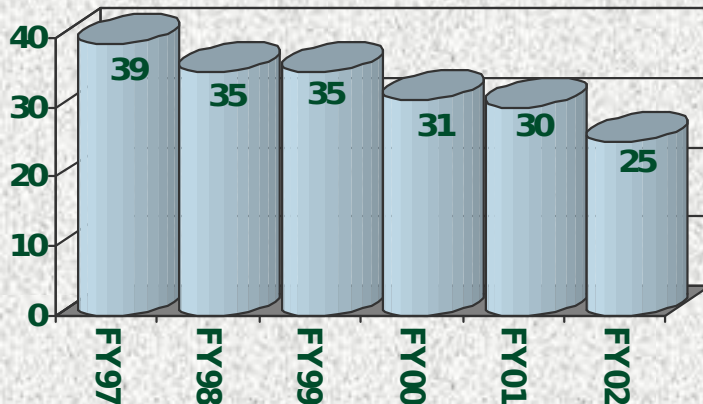
### Contracting TDA



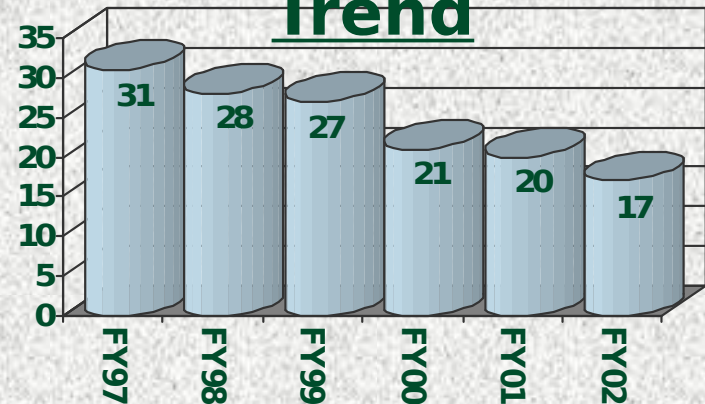
### 1102 TDA Trend



### 1105 TDA Trend

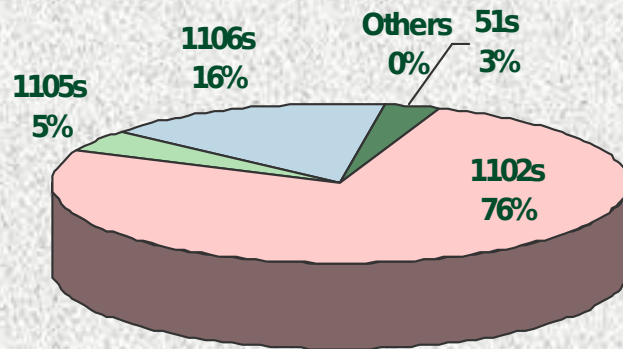


### 1106 TDA Trend

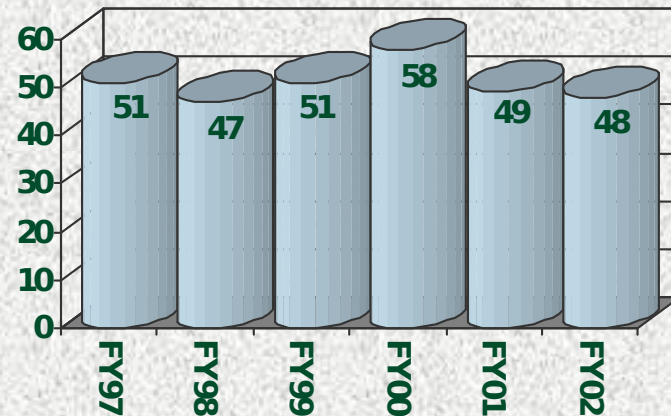


# MRAA Contracting TDA Trends

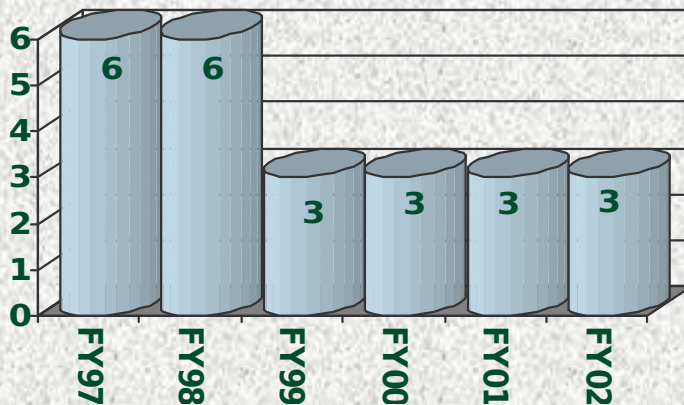
## Contracting TDA



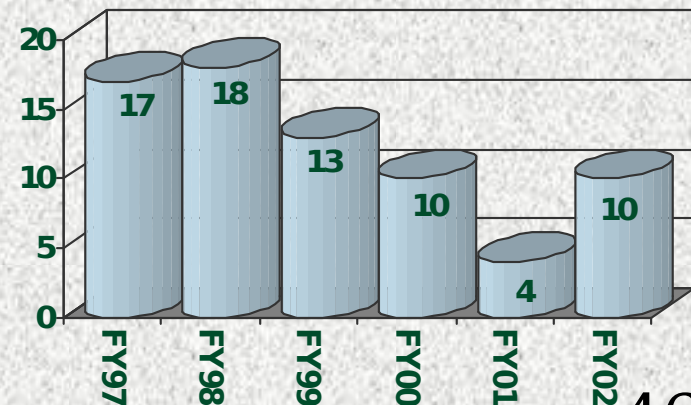
## 1102 TDA Trend



## 1105 TDA Trend

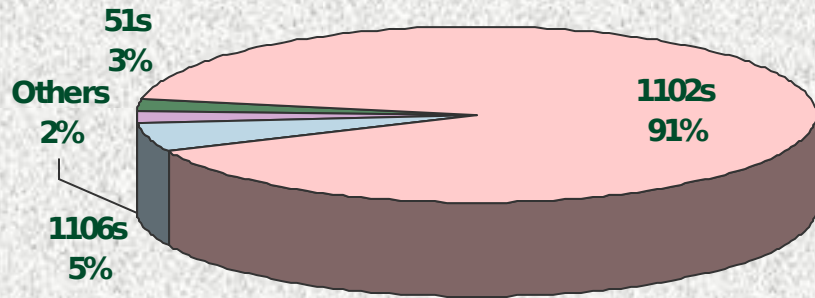


## 1106 TDA Trend

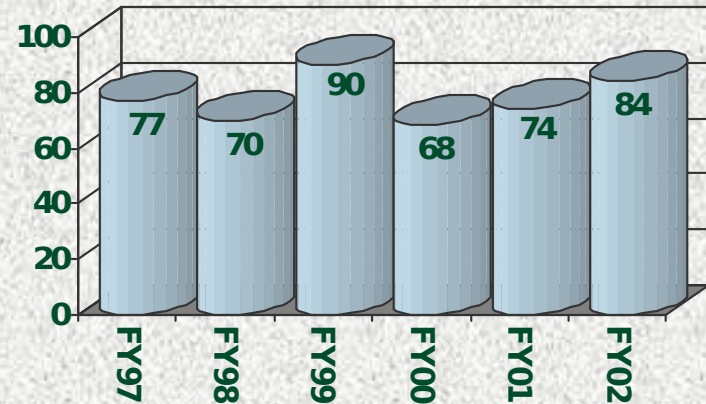


# MIMC Contracting TDA Trends

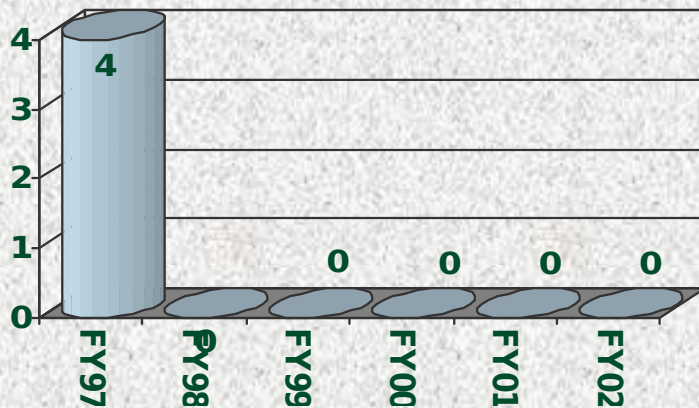
## Contracting TDA



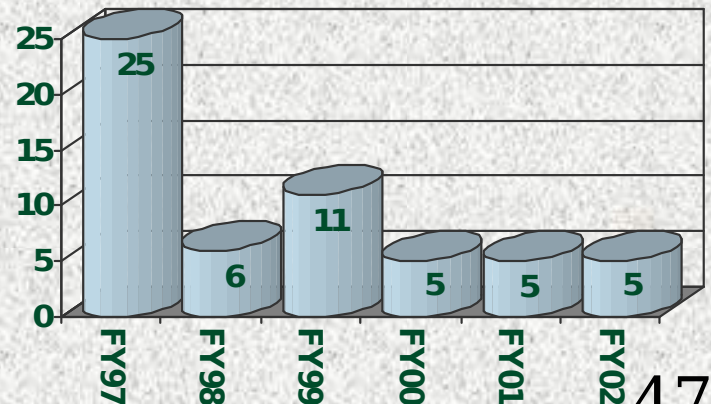
## 1102 TDA Trend



## 1105 TDA Trend



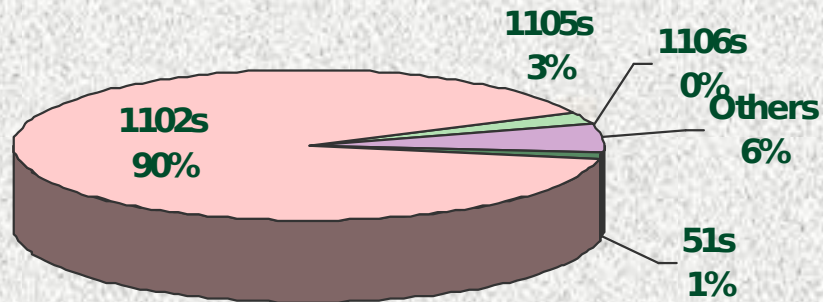
## 1106 TDA Trend



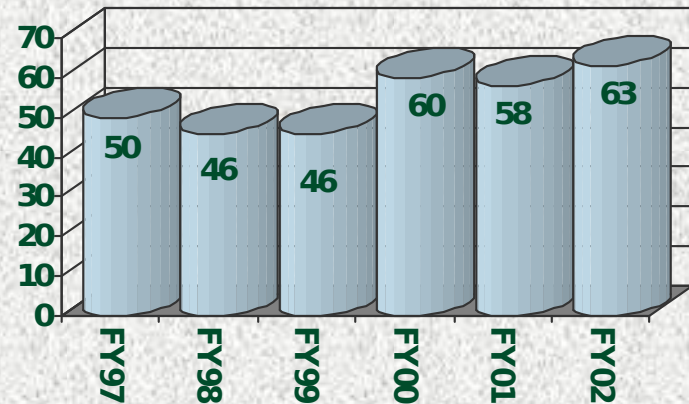


# SMDC Contracting TDA Trends

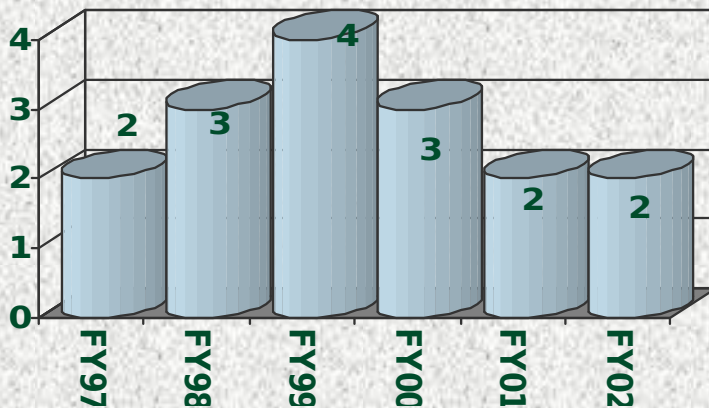
## Contracting TDA



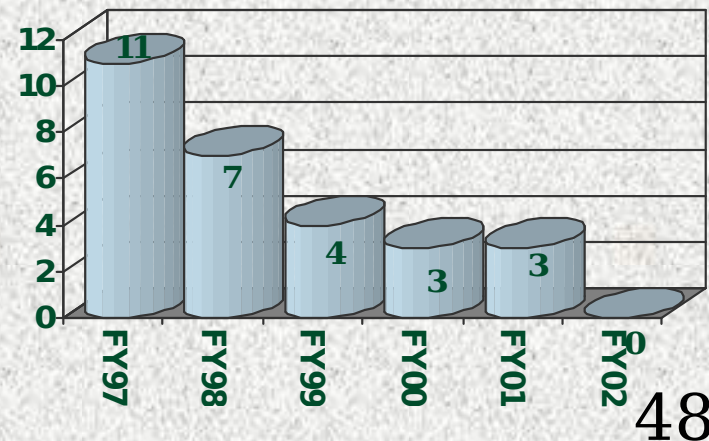
## 1102 TDA Trend



## 1105 TDA Trend

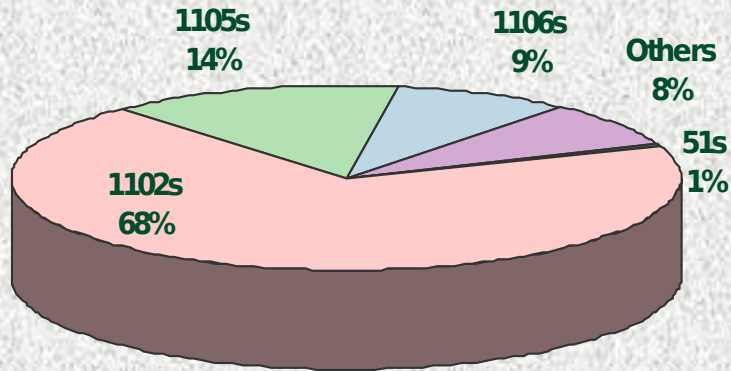


## 1106 TDA Trend

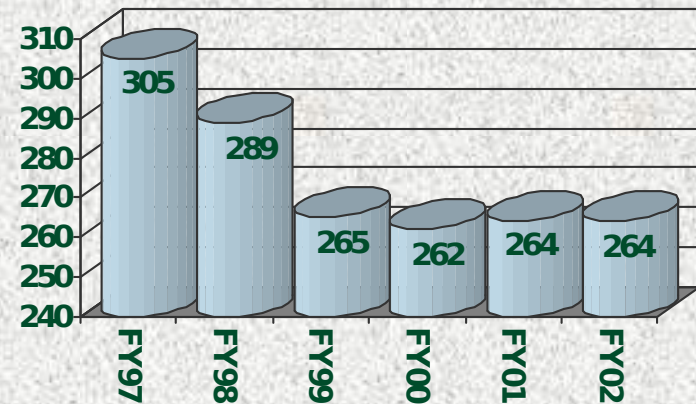


# TRADOC Contracting TDA

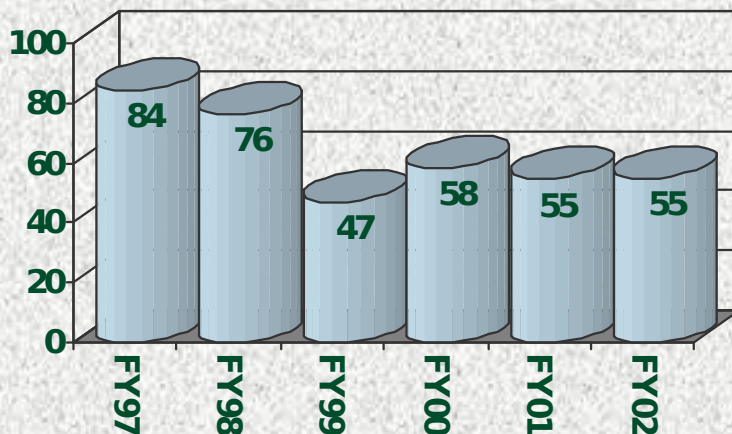
## Trends Contracting TDA



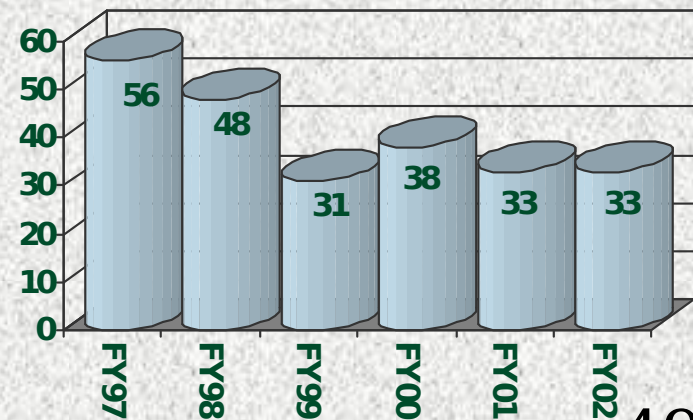
## 1102 TDA Trend



## 1105 TDA Trend



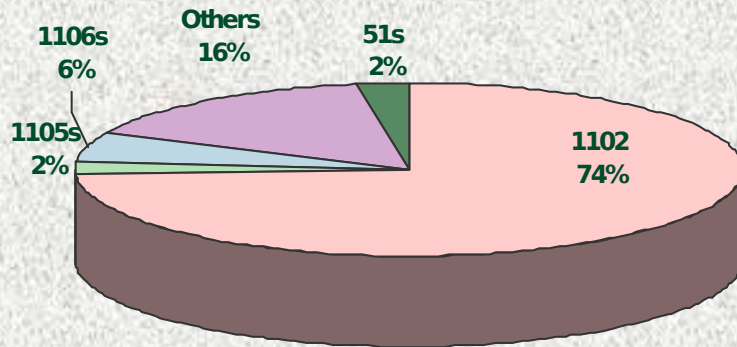
## 1106 TDA Trend



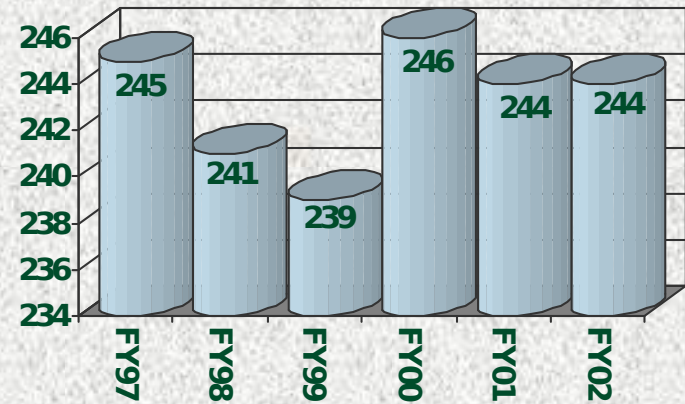
# USACCE Contracting TDA

## Trends

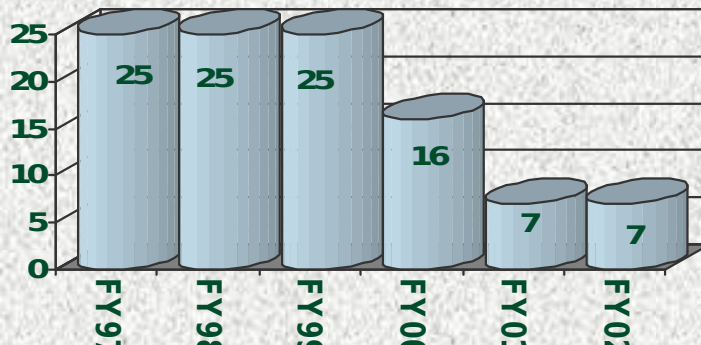
### Contracting TDA



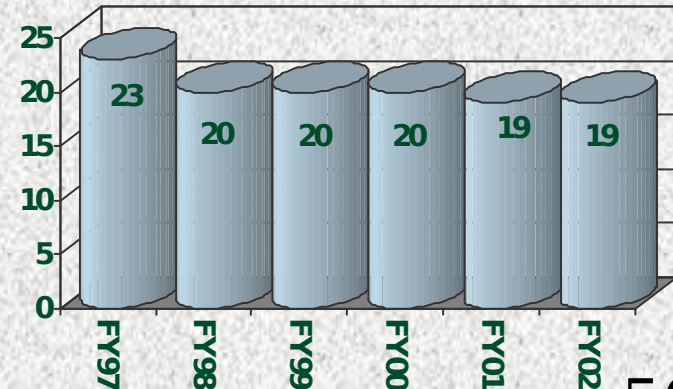
### 1102 TDA Trend



### 1105 TDA Trend



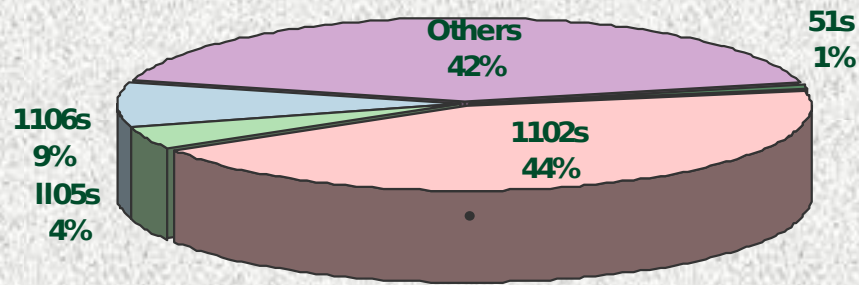
### 1106 TDA Trend



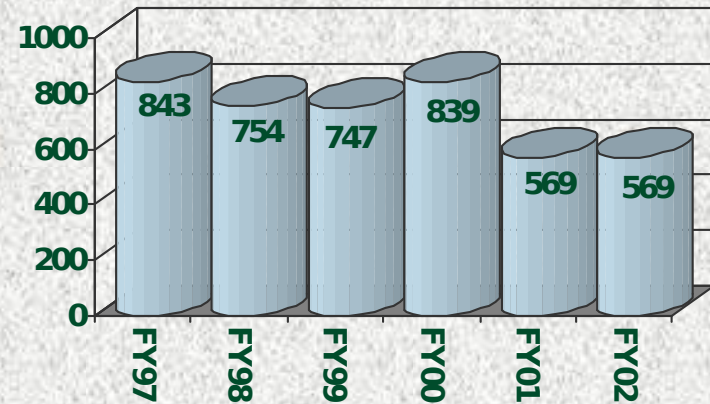


# USACE Contracting TDA Trends

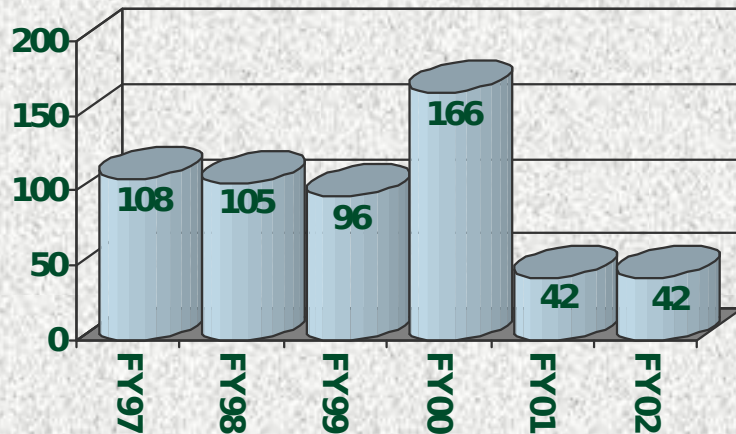
## Contracting TDA



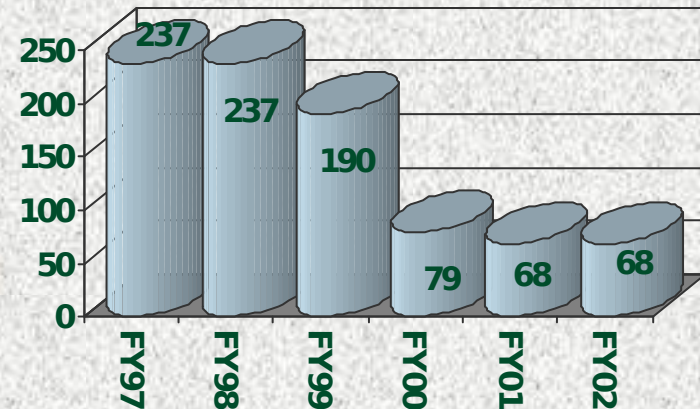
## 1102 TDA Trend



## 1105 TDA Trend

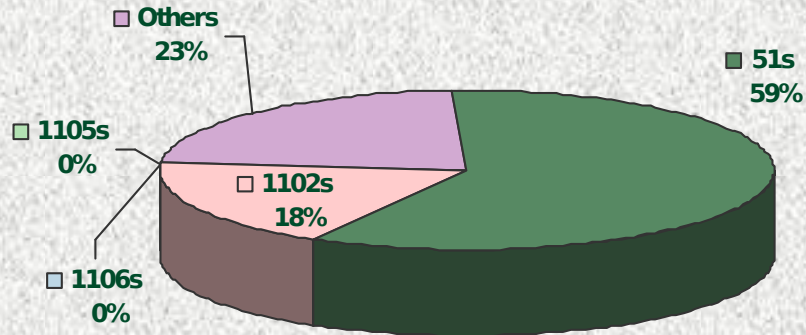


## 1106 TDA Trend

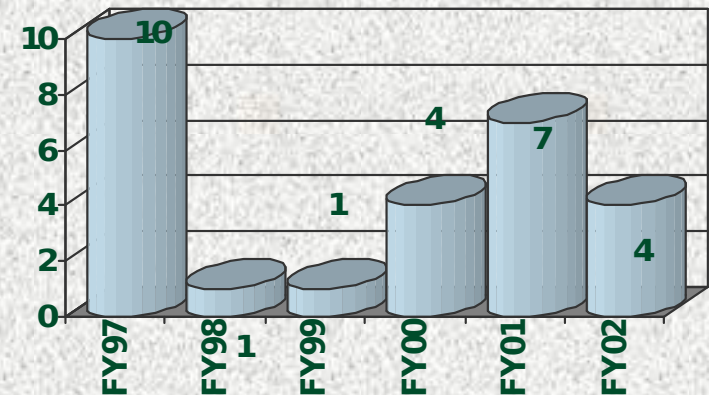


# USARCENT Contracting TDA Trends

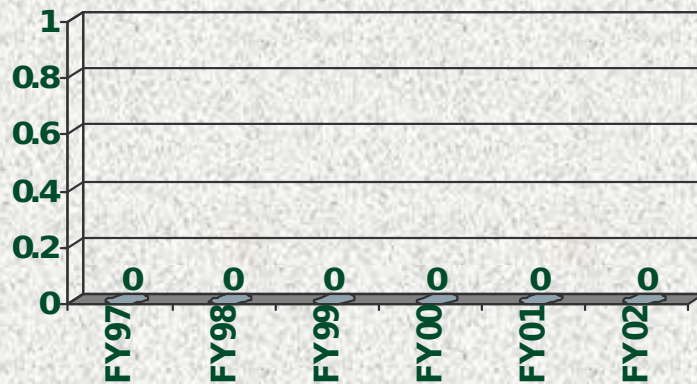
## Contracting TDA



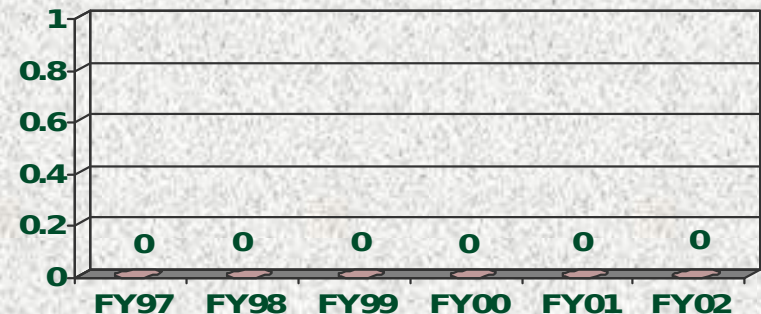
## 1102s TDA Trend



## 1105s TDA Trend

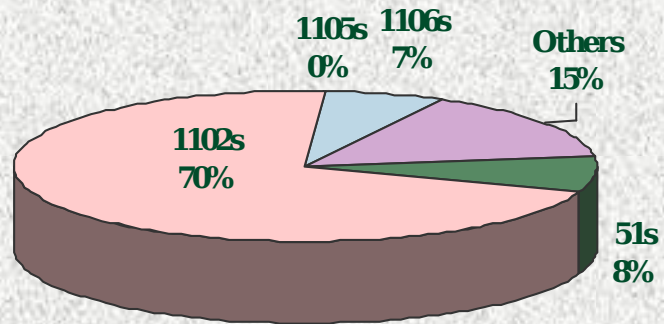


## 1106s TDA Trend

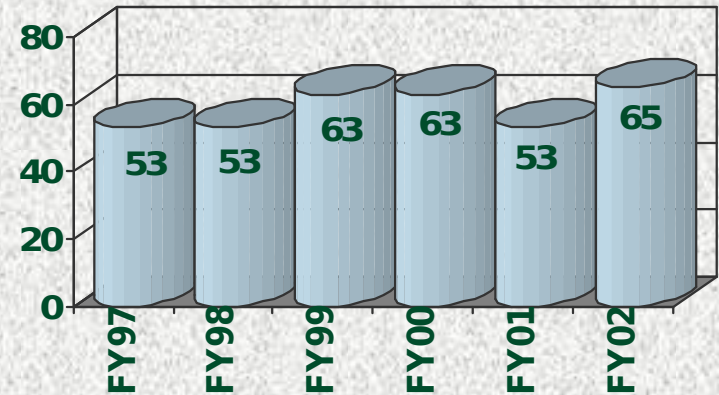


# USARPAC Contracting TDA Trends

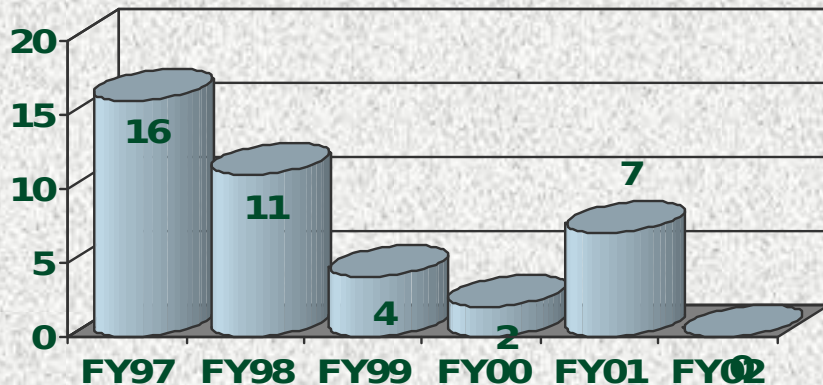
## Contracting TDA



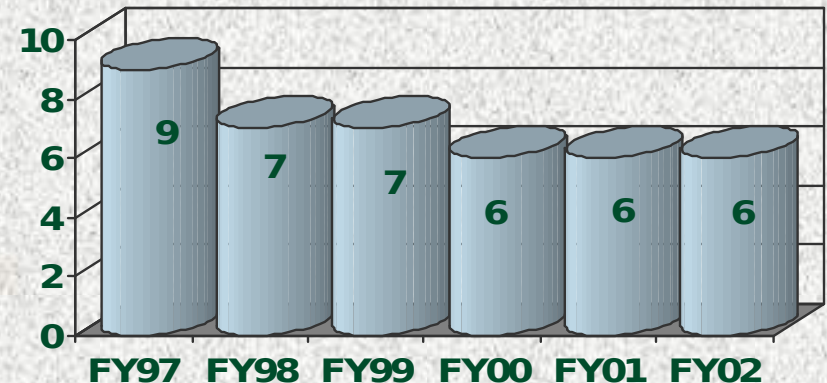
## 1102s TDA Trend



## 1105s TDA Trend



## 1106s TDA Trend

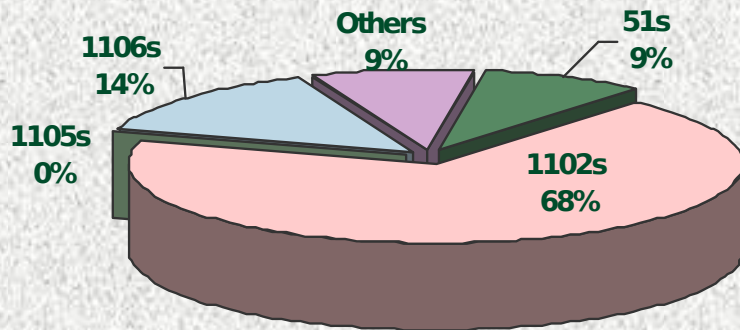




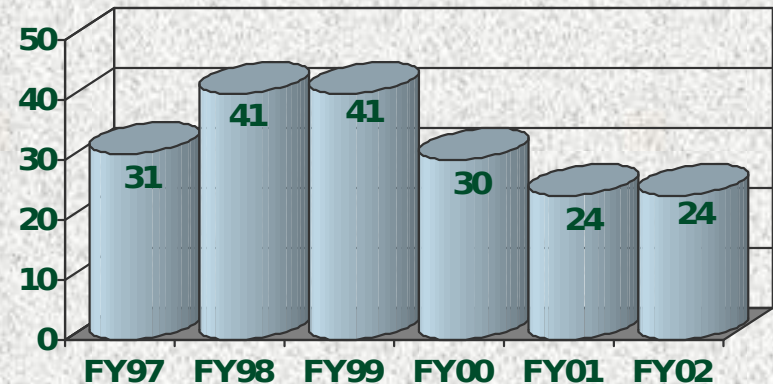
# USARSO Contracting TDA

## Trends

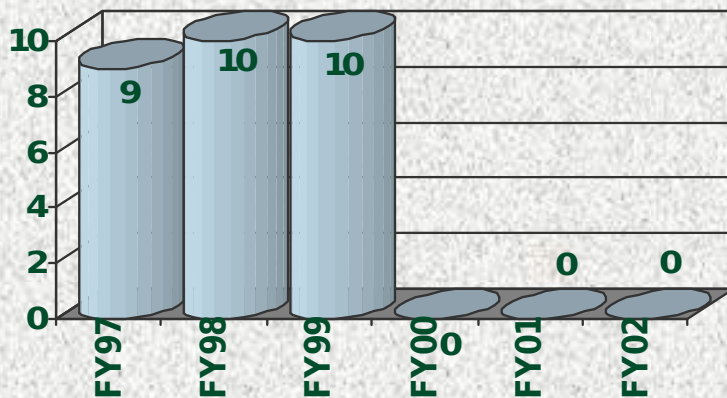
### Contracting TDA



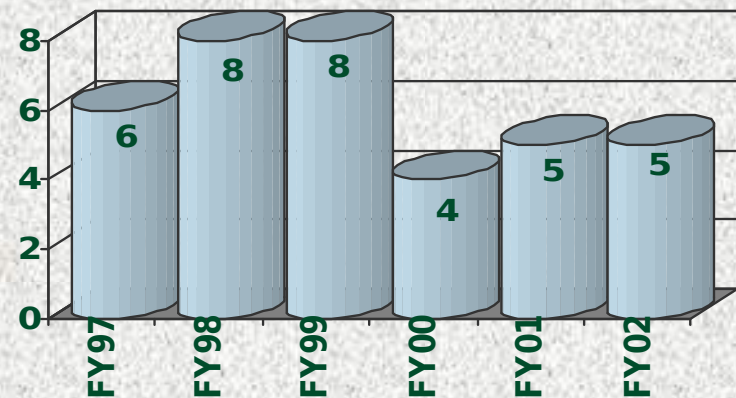
### 1102s TDA Trend



### 1105s TDA Trend



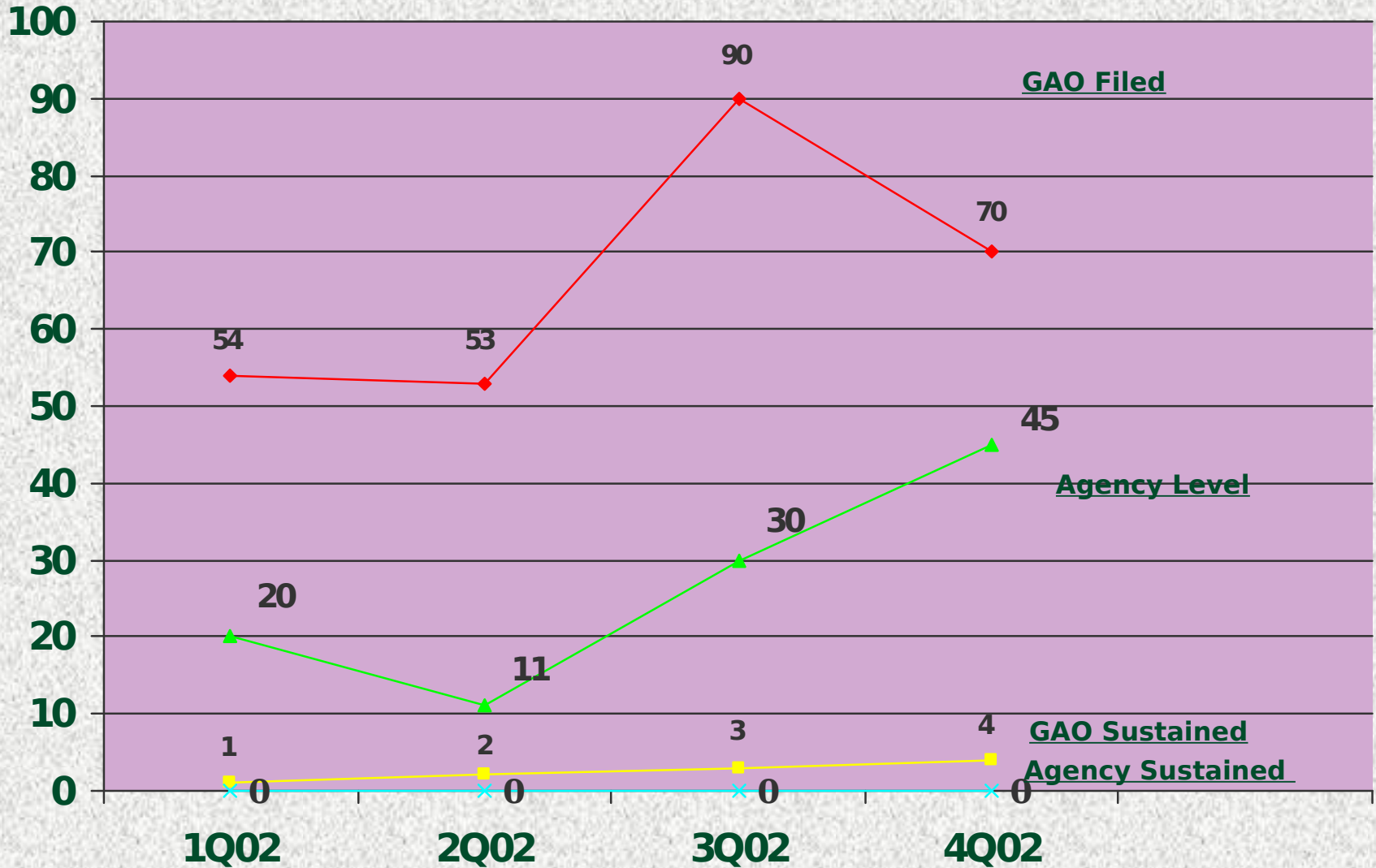
### 1106s TDA Trend



# GAO - ARMY PROTESTS FY97-FY02

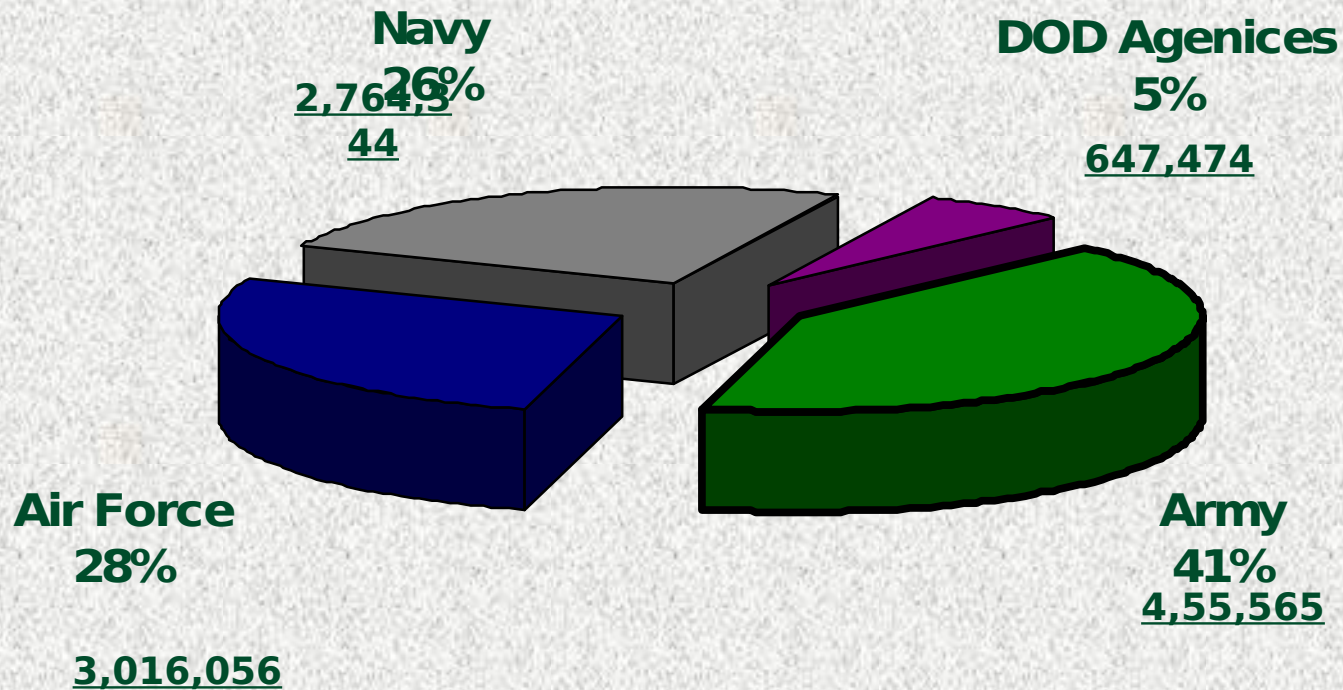


# FY02 ARMY PROTESTS





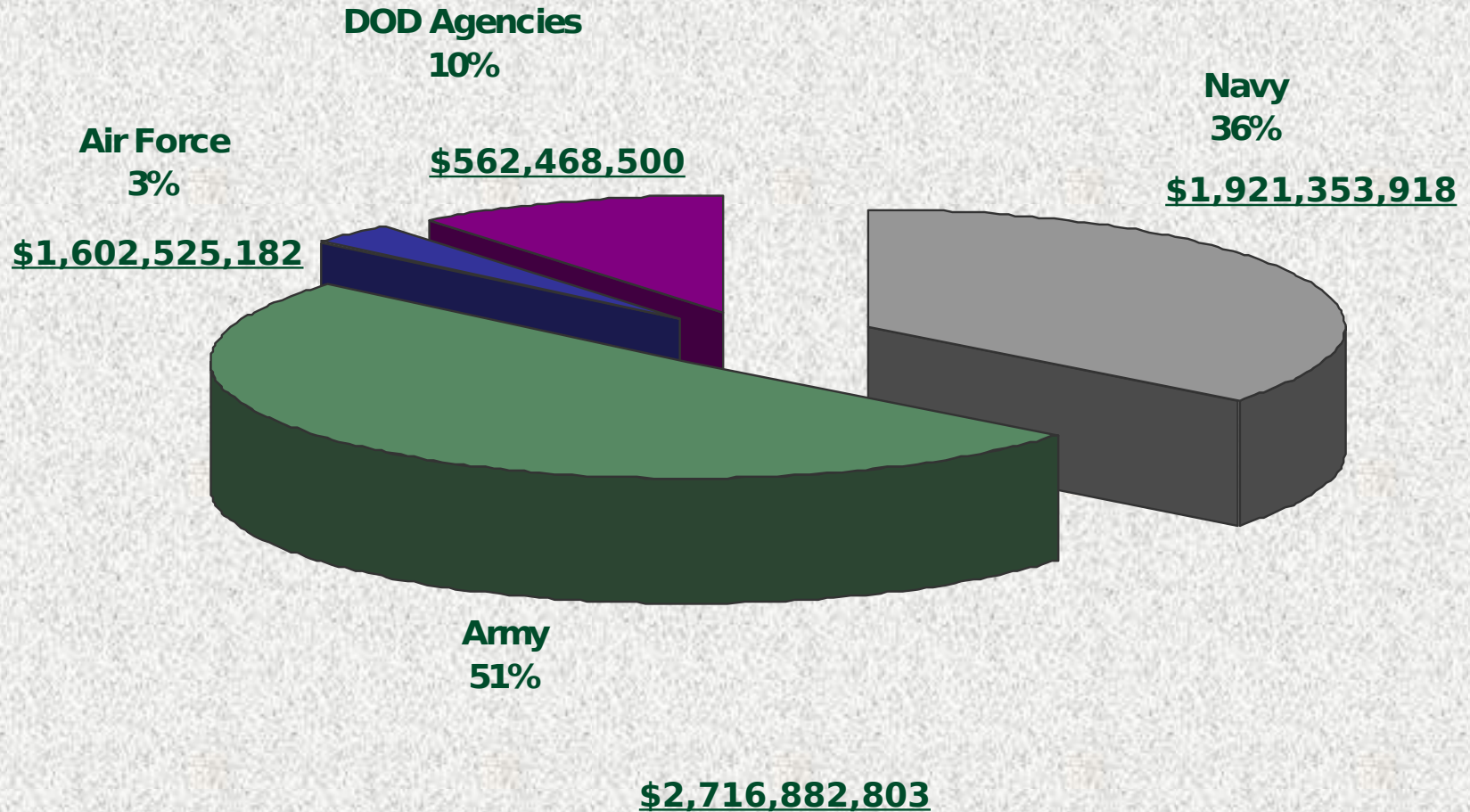
# FY02 Defense Department Card Transactions



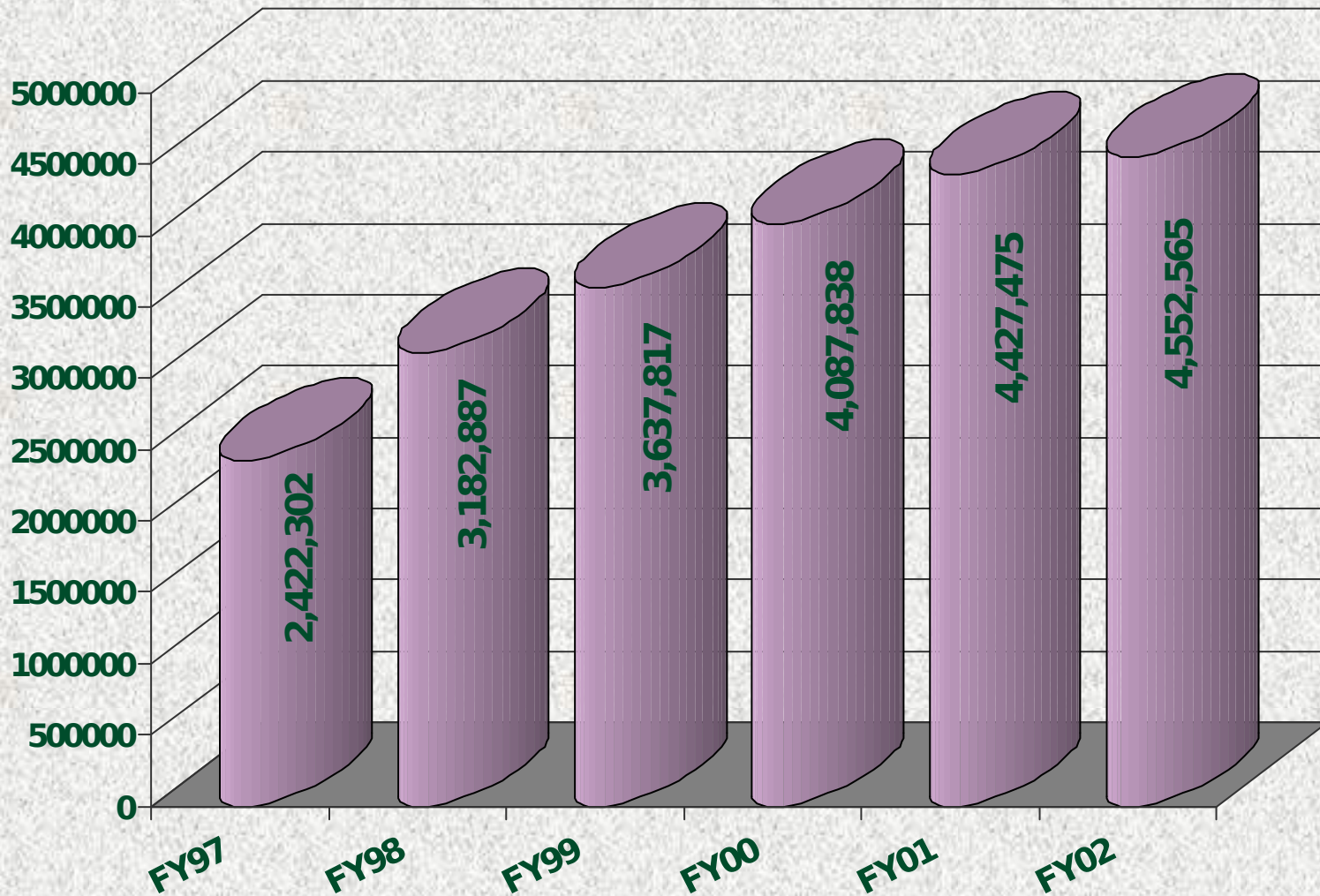
Based on Transactions

**Total**  
**\$10,980,439**

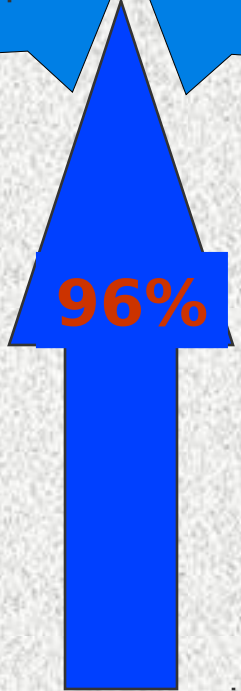
# FY02 DOD Purchase Card Program Dollars Purchase



# Army Purchase Card Program Transaction



> 4 Million

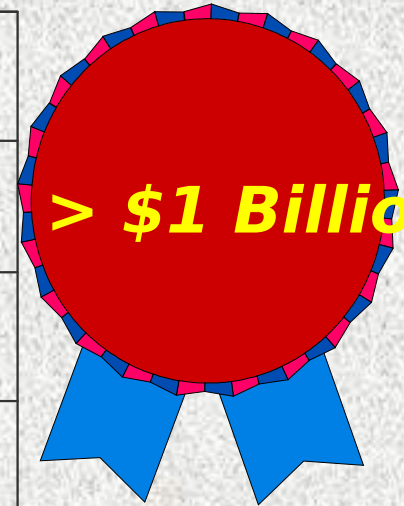
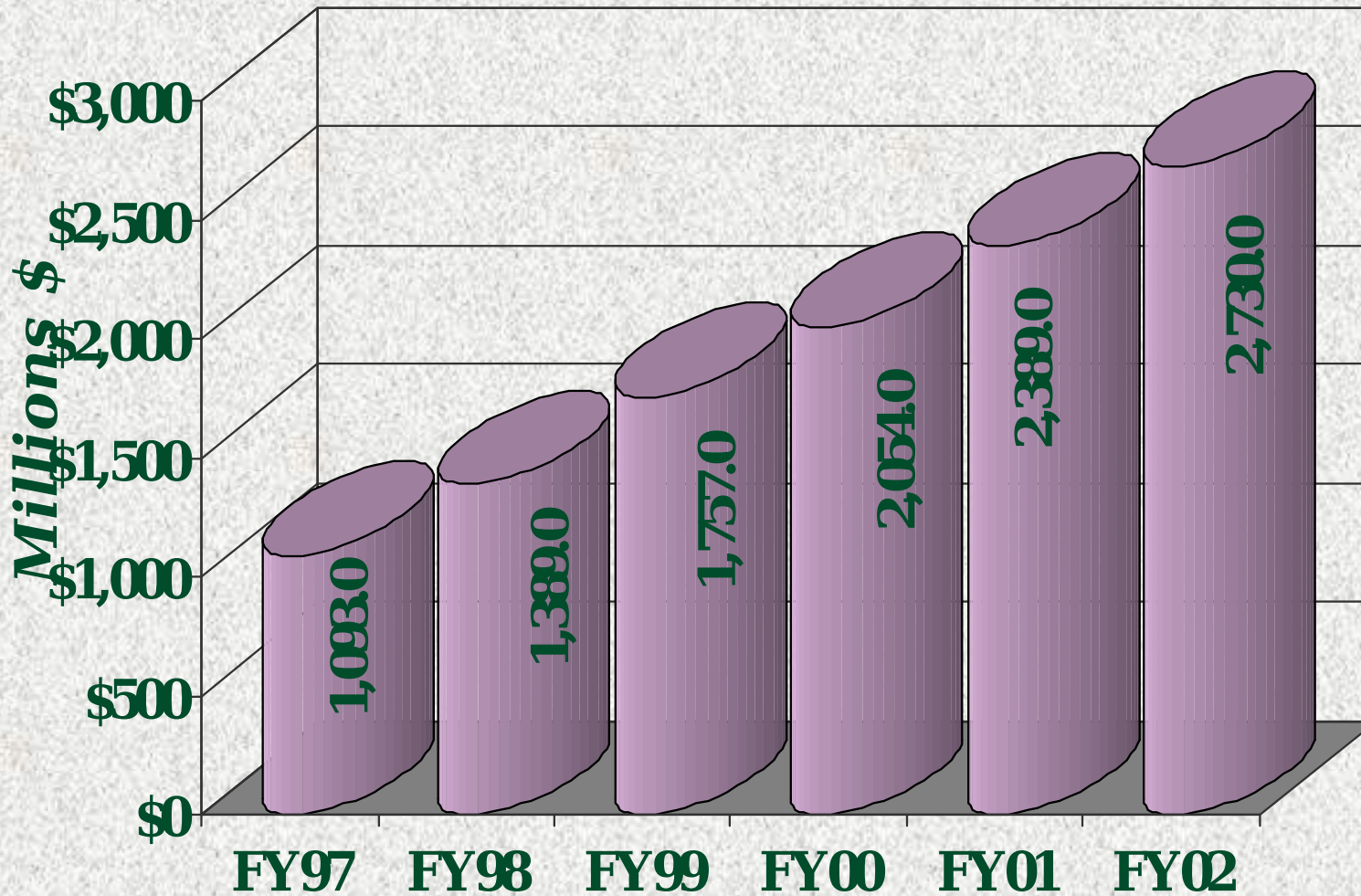


96%

59

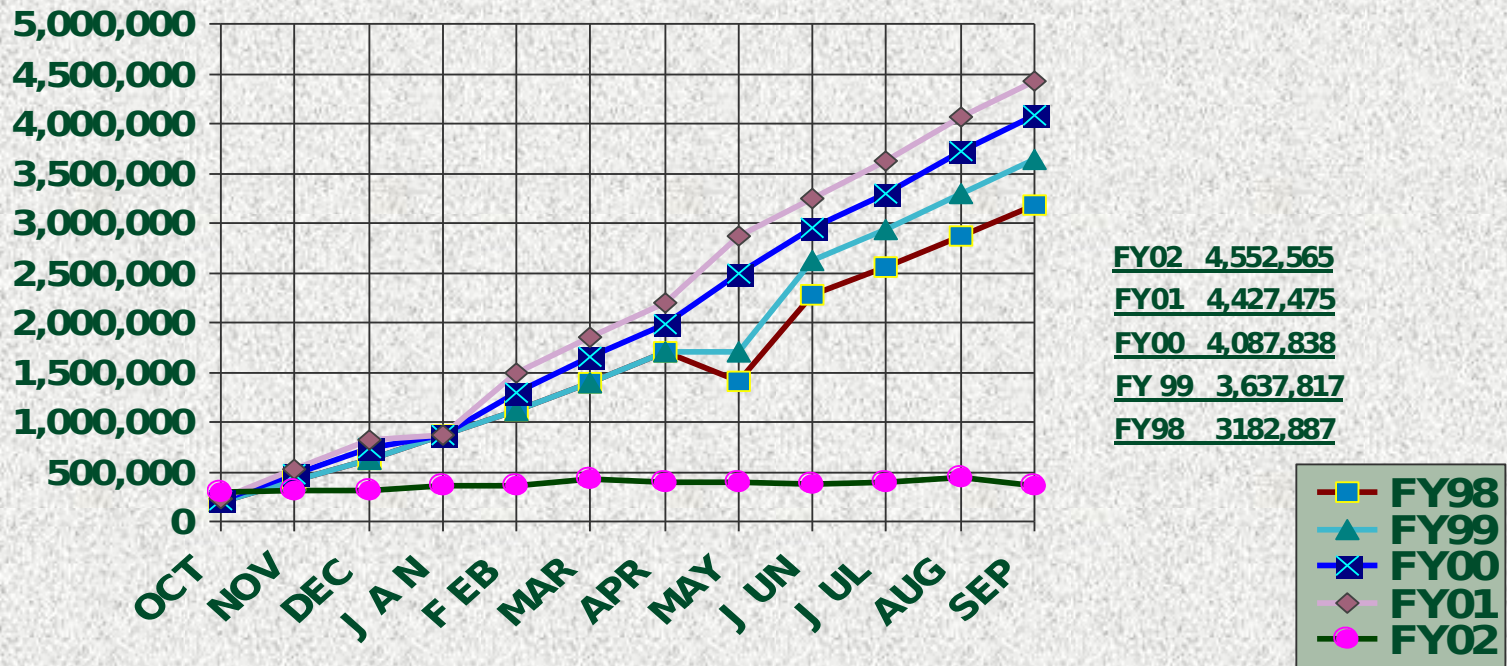


# Army Purchase Card Program Growth In Dollars



# Army Purchase Card Monthly Actions

## FY98/99/00/01/02



**300 % Growth from fiscal year 1998**

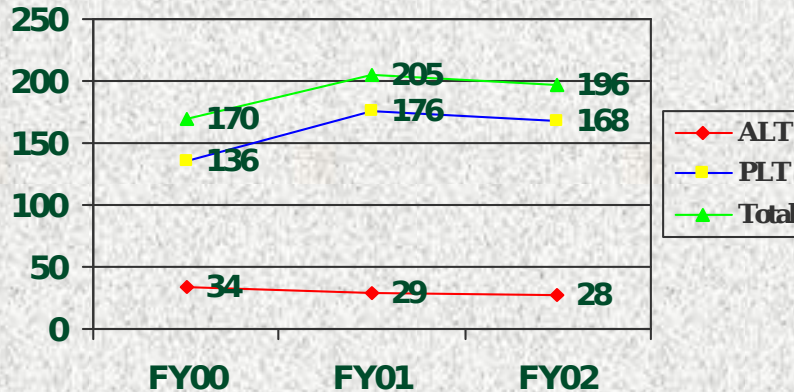
# ALT/PLT Definitions

- ☛ ALT (Administrative Lead Time) - Days from the date of the requirement (PWD Date) to contract award.
- ☐ PLT (Production Lead Time) - Days from contract award to the first significant delivery.
- ☐ Dollar Weighted Days - A demand and unit price driven average of all spares National Stock Numbers (NSNs) we buy.
  - Formula used is I/A/W DOD 4140.1-M, “Secondary Item Stratification Manual”
- ☐ RDES (Requirements Determination and Execution System) - AMC’s inventory management system.
  - Generates a requirement whenever a reorder point is reached.
  - Reorder point includes parts needed to cover ALT/PLT.
  - Lower ALT/PLT reduces reorder point.

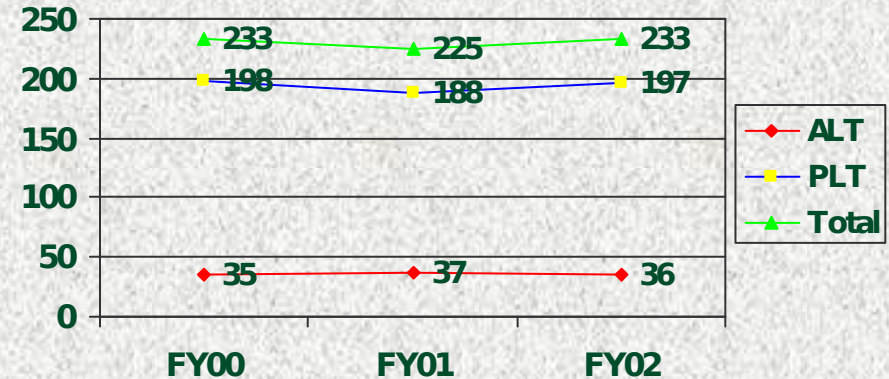


# AMC ALT/PLT by Inventory Control Point

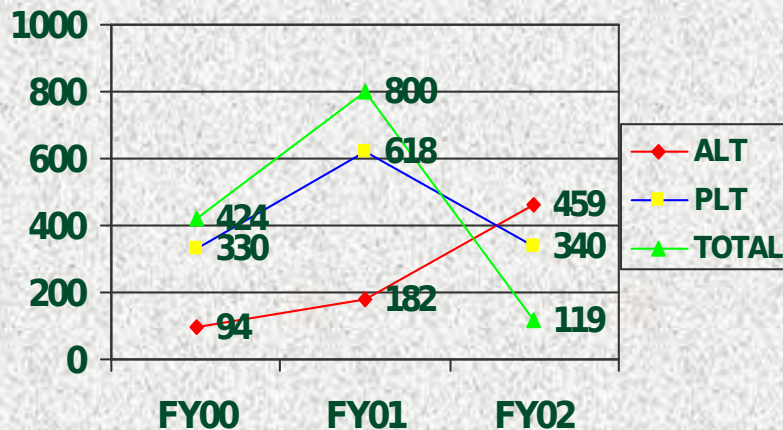
## CECOM



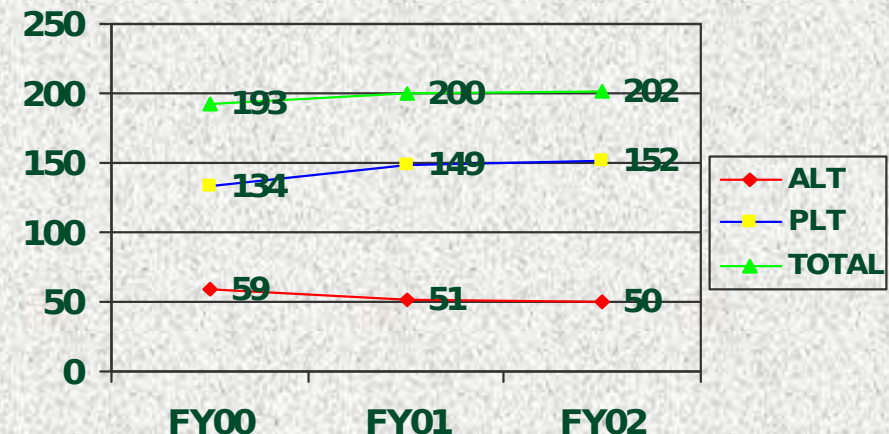
## TACOM



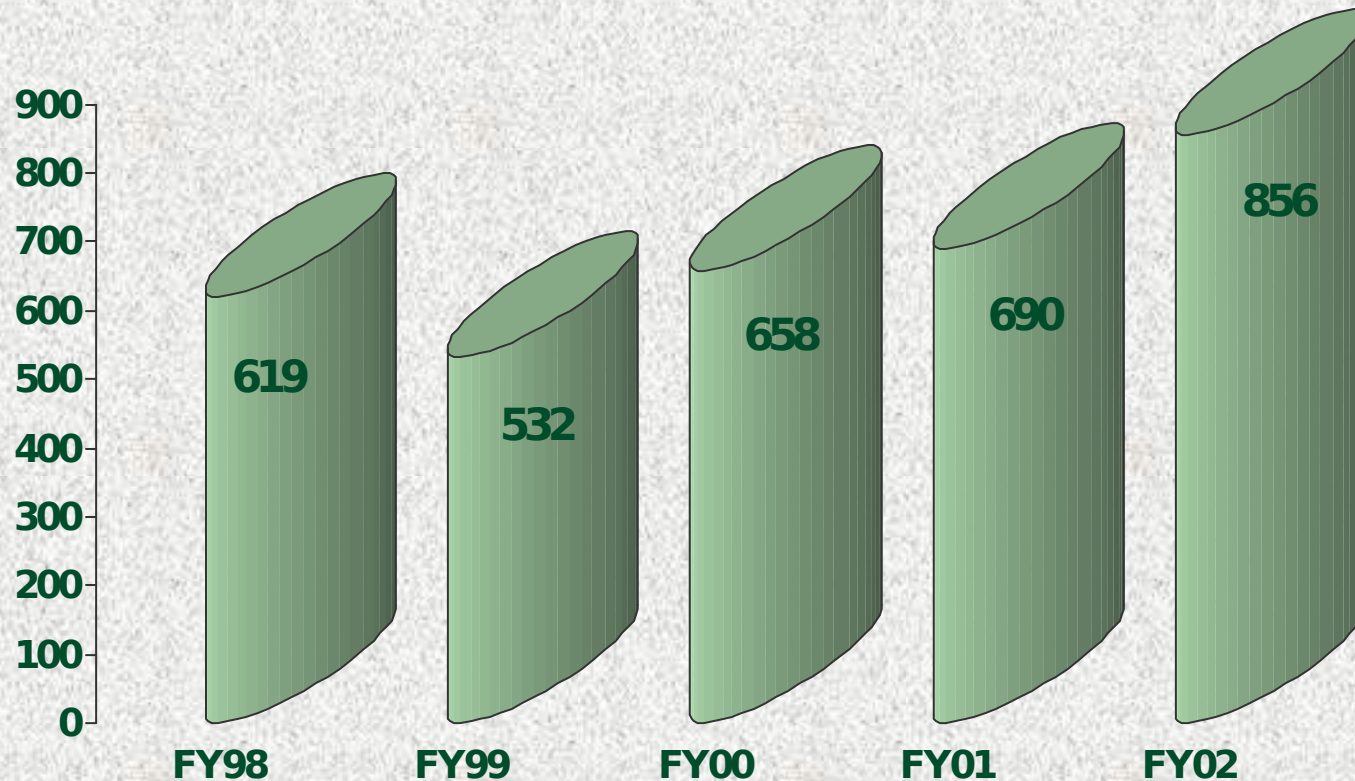
## AMCOM



## SBCCOM



# Congressional Contract Award Notifications



**Congressional Notifications are contract awards (actions) over \$5M (does not include White House Notifications)**

# **DoD Formula for Cost to Purchase Metric**

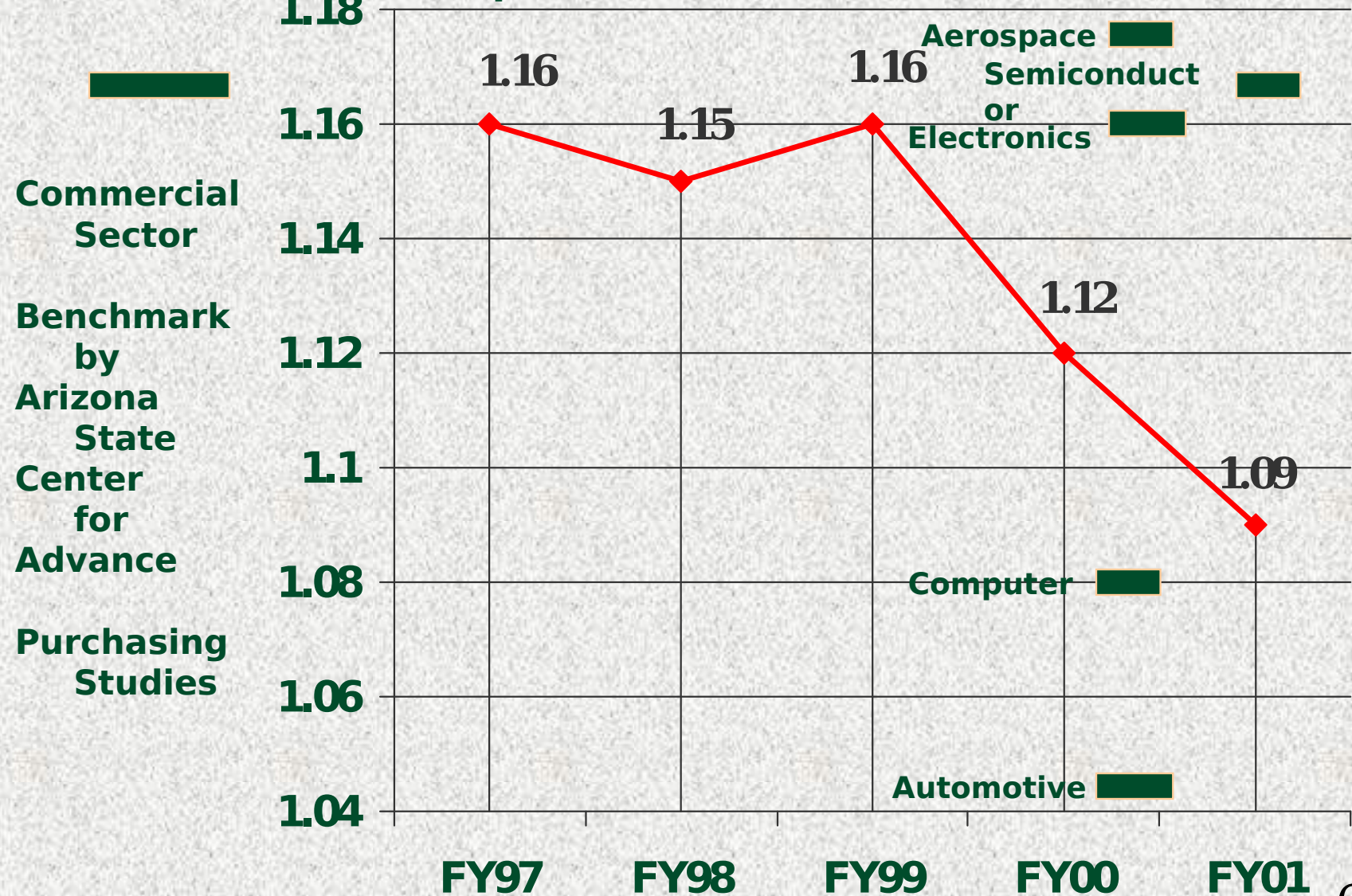
**Purchasing Operation Expense  
Value of Contract Obligations**

- **Purchasing Operation Expense - Total Contracting Workforce Salaries & Benefits**
  - **Value of Contract Obligations - Total Obligations**
- Reported on DD 350 & DD1057**

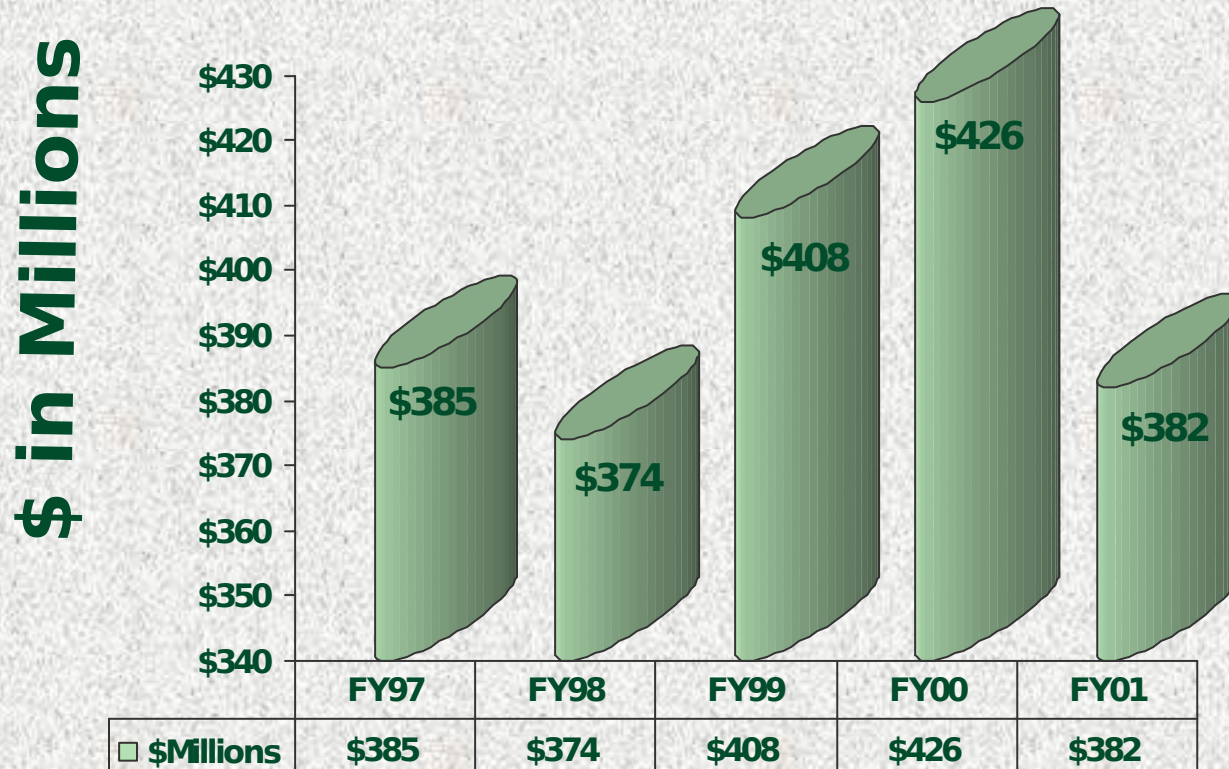


# ARMY Cost to Purchase

(cents to purchase \$1 (Note: No FY02 data))

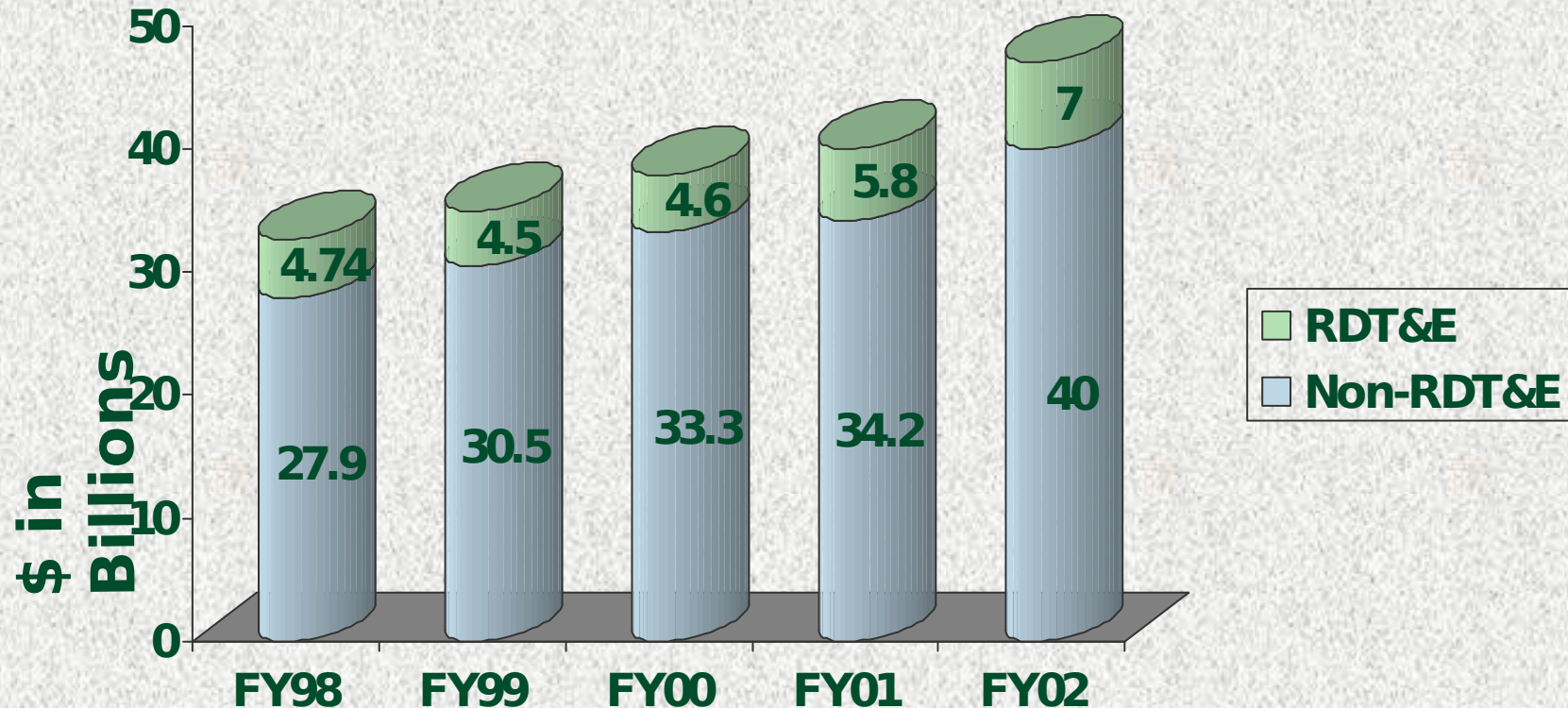


# ARMY Operating Expenses For Purchasing



**Decrease in FY01 caused by reduction in the  
Workforce (Note: No FY02 data)**

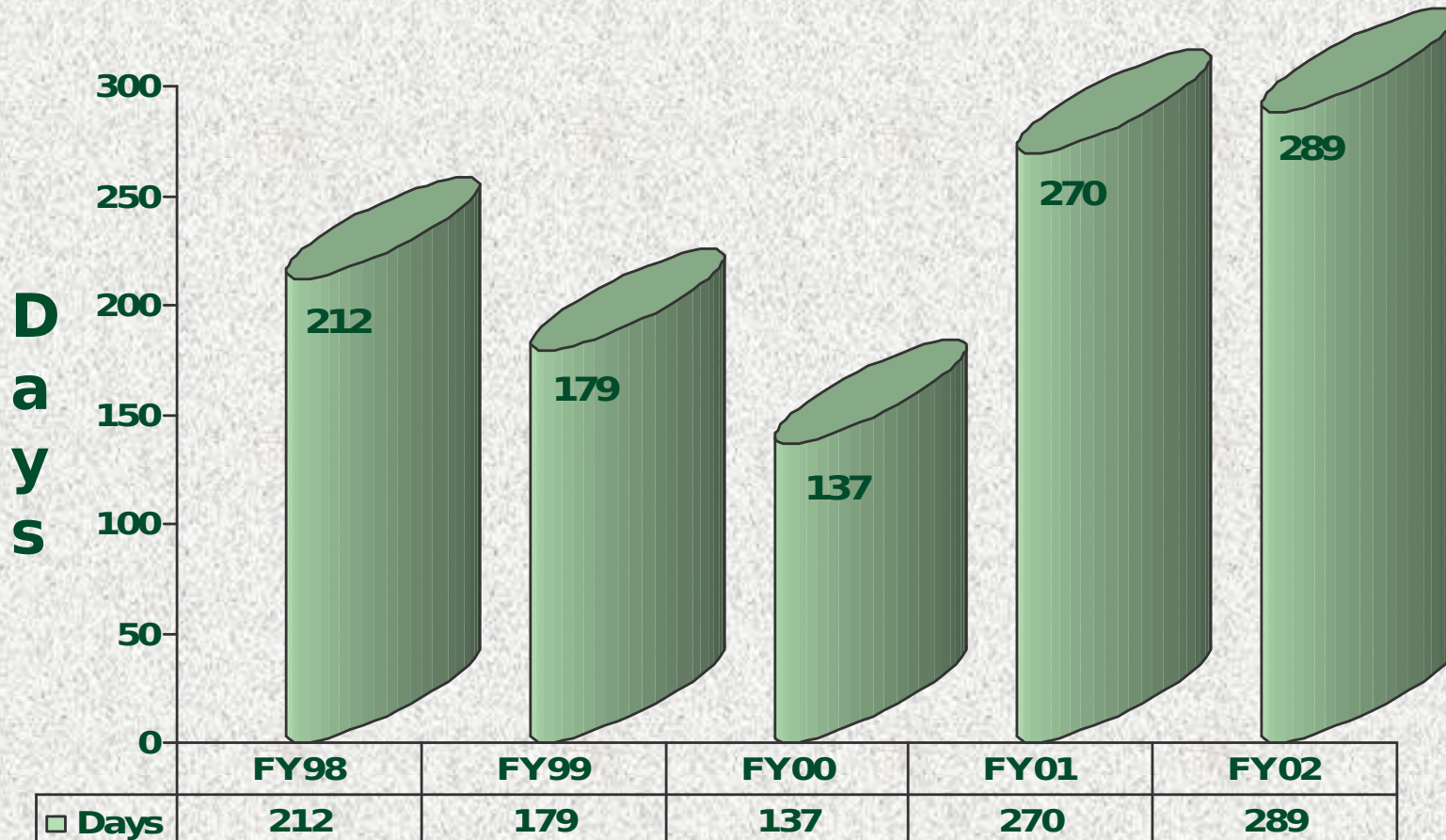
# Army Obligated Purchasing Dollars (RDT&E vs. Non-RDT&E)



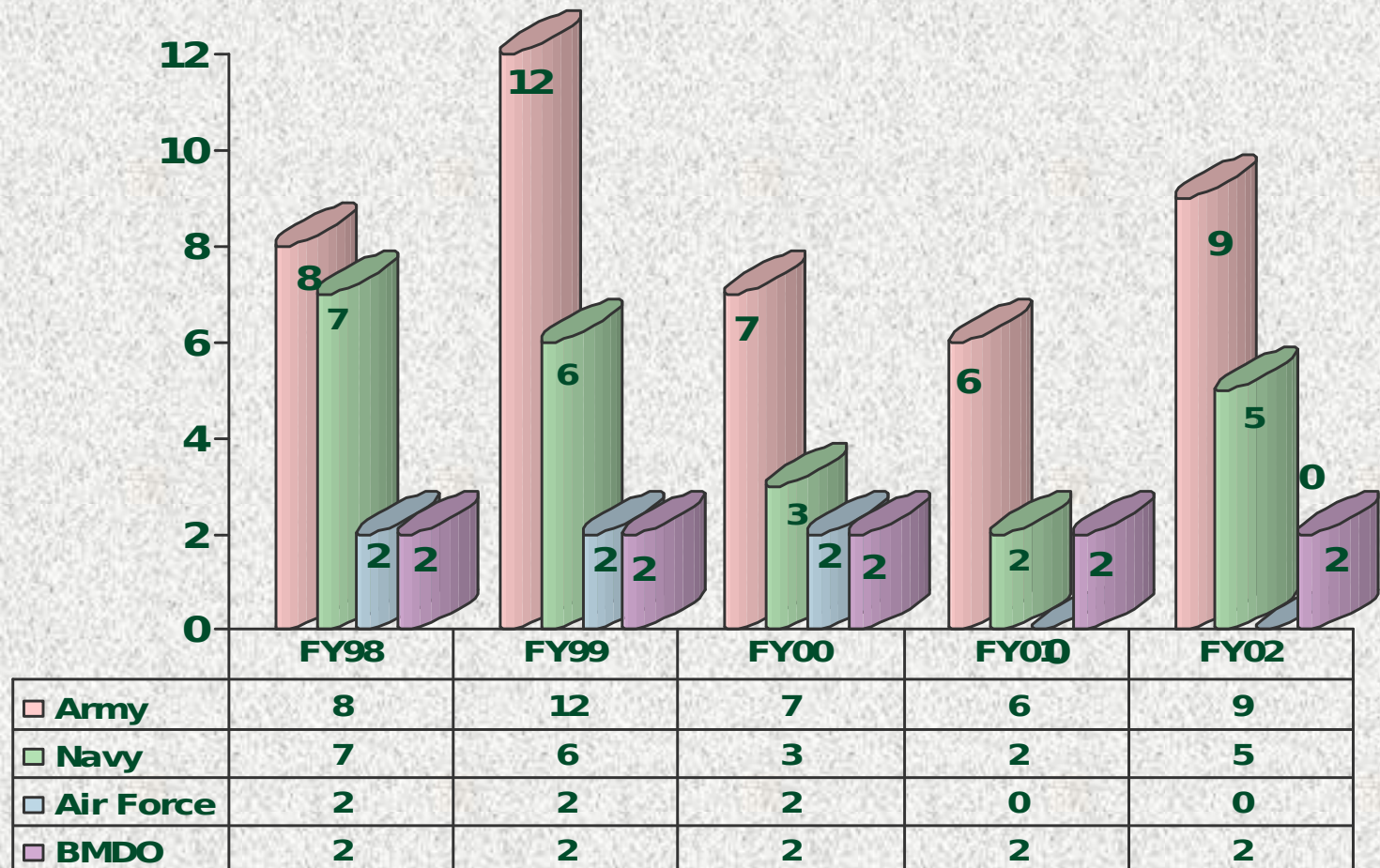
**Non-RDT&E Dollars Increased in FY02  
While RDT&E Dollars Constant**



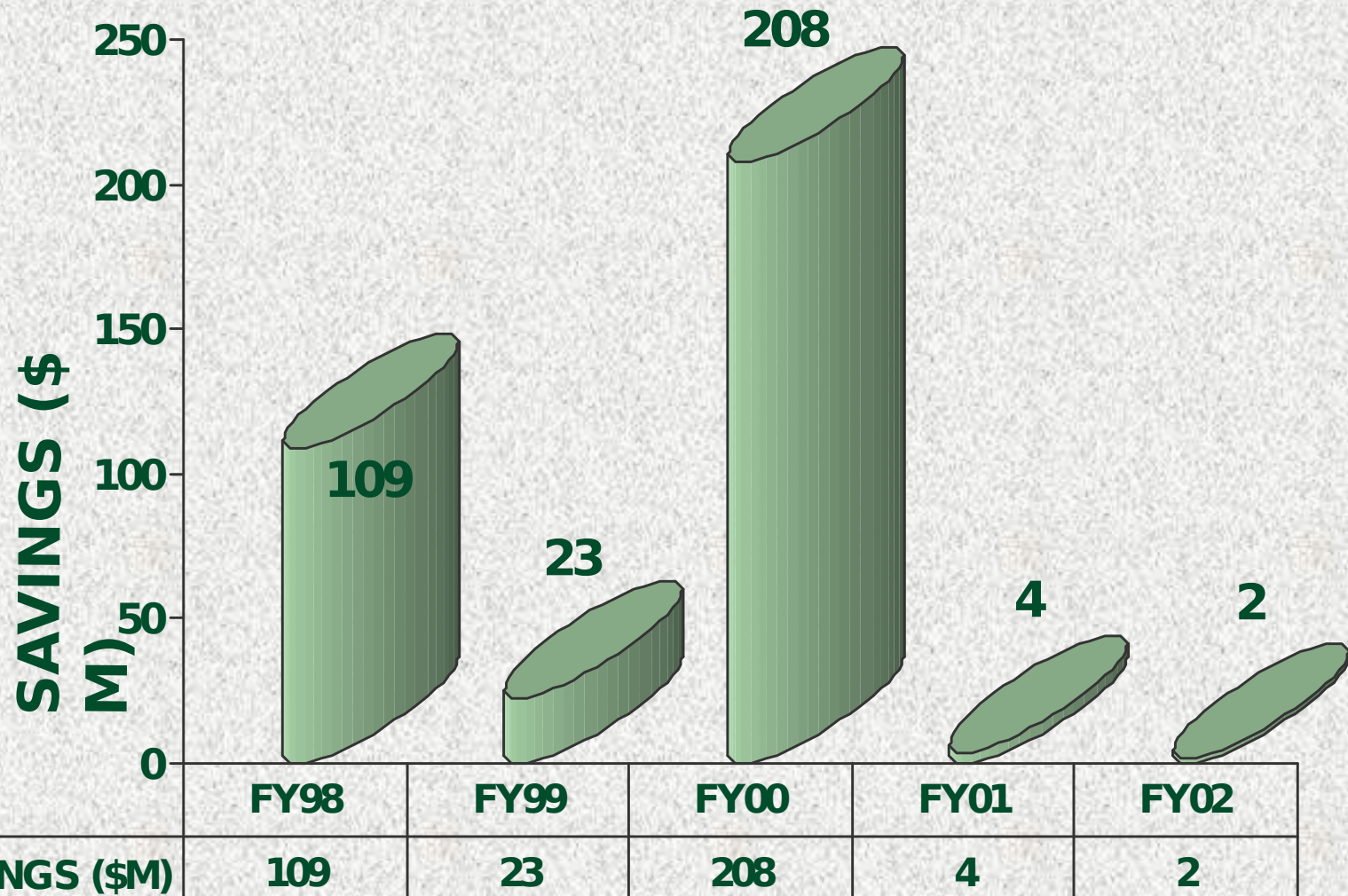
# Average Time To Award a VECP



# Number of MDAPs with VE Activity

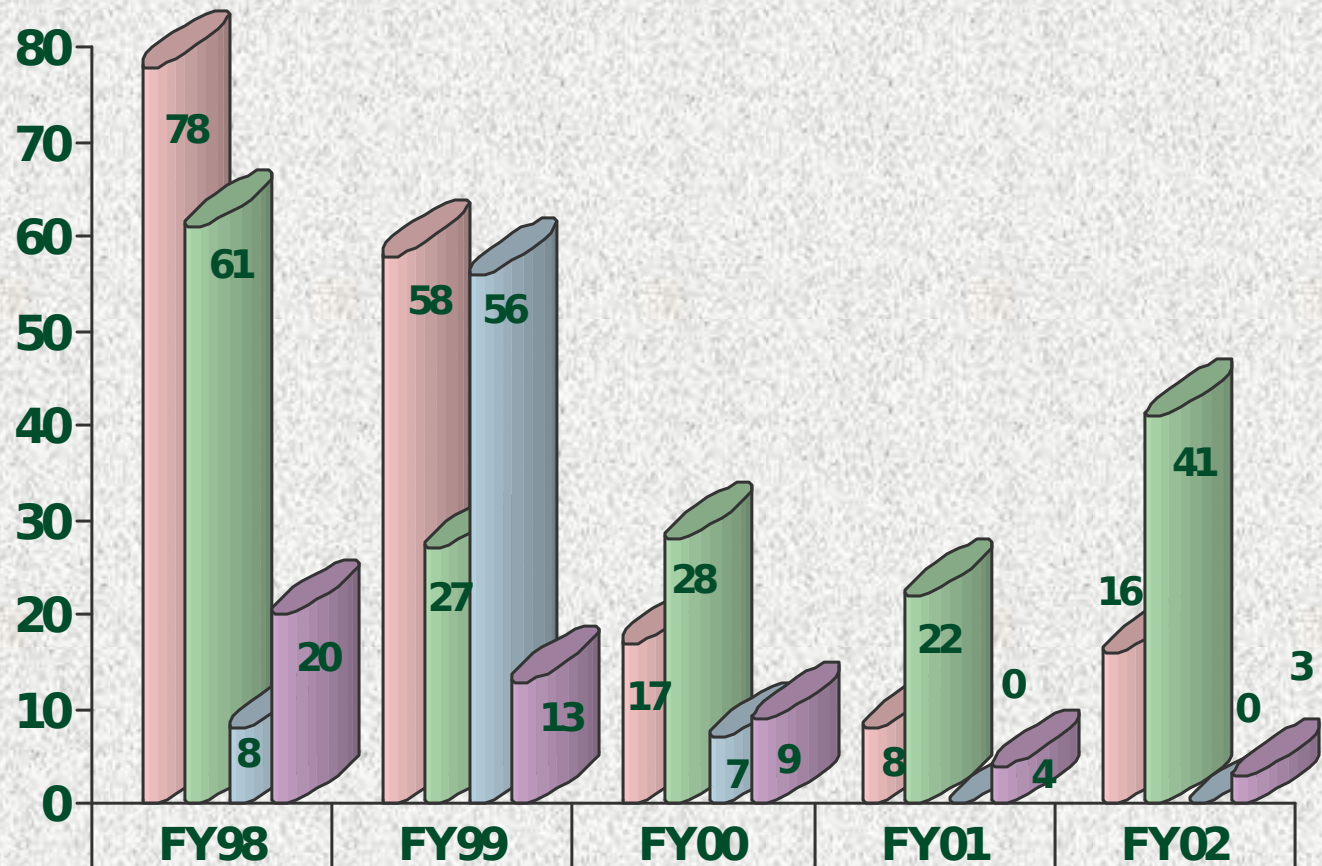


# DOD VECP SAVINGS (\$M)





# Number of VLCPs Awarded



<span style="color: red;">■</span> Army	78	58	17	8	16
<span style="color: green;">■</span> Navy	61	27	28	22	41
<span style="color: blue;">■</span> Air Force	8	56	7	0	0
<span style="color: purple;">■</span> DLA	20	13	9	4	3